A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

JUNE 26, 1972

Commerce Today

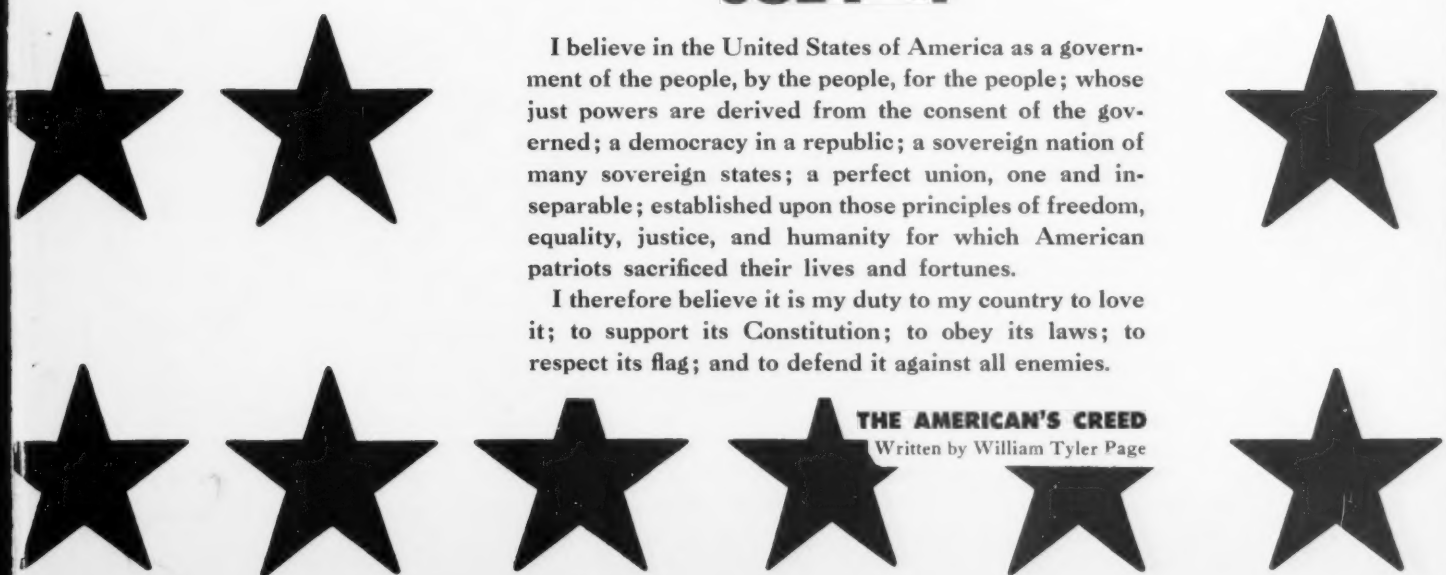
Coming Developments in Business and Technology

HONOR AMERICA
JULY 4

I believe in the United States of America as a government of the people, by the people, for the people; whose just powers are derived from the consent of the governed; a democracy in a republic; a sovereign nation of many sovereign states; a perfect union, one and inseparable; established upon those principles of freedom, equality, justice, and humanity for which American patriots sacrificed their lives and fortunes.

I therefore believe it is my duty to my country to love it; to support its Constitution; to obey its laws; to respect its flag; and to defend it against all enemies.

THE AMERICAN'S CREED
Written by William Tyler Page



Newsmemo

Commerce efforts to increase U.S. participation in international standards activities as well as the promotion of the voluntary standardization system have been cited by the American Society for Testing and Materials. Dr. Erle I. Shobert II, President of the Society, presented that organization's Award of Merit to Richard O. Simpson, Deptuty Assistant Secretary of Commerce for Product Standards. It is one of the highest awards in the field of standards setting and development.

Management and technical know-how that can help turn a struggling minority enterprise into a business success. That's the substance behind the bare figures that report a total of 152 management or technical assistance contracts awarded by Commerce's Office of Minority Business Enterprise in the fiscal year just ending. Of these 80 were "bonuses" added to original plans. Business development organizations at the local level are getting the help in this program, which benefited from a $40 million budget supplement this past year.

The enormous effort made by the Census Bureau to gather accurate foreign trade statistics pays off when individual U.S. firms use them in their marketing programs. But many businessmen and marketers need a helping hand as they venture into this maze of data to search out what is specifically of use. Census has provided just such assistance in its annual "Guide to Foreign Trade Statistics," which has complete information on all statistical publications and samples of all tables. The 1972 edition is available at $1.75 per copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

U.S. trade statistics are presented by Census on various levels. For example, in the broadest form for the general economic or financial analyst, there is the monthly FT 990--Highlights of Imports and Exports--which looks at major trade movements, commodity groupings and geographic areas. Then there are the FT 410 and FT 135 series that present monthly data on a commodity-by-country basis. Other reports present this data in world area and country arrangements, as well as by mode of transport. Still other reference tabulations go into further detail, into such items as tariff rate provision, dutiable value, calculated duty, all for imports; customs district totals both in and out; type of transports, U.S. vs. foreign flag vessels, etc.

Mexico's tightened import rules on products that compete with local industry (see Commerce Today, April 3) should not deter U.S. exporters. This is the view of a trade mission to Mexico sent by the Oakland Chamber of Commerce to sell sandblasting equipment, clinical lab instruments, and farm machinery. Mission director Robert W. Ross says a successful penetration of Mexico's markets can be made through careful evaluation of Mexican requirements and then by offering top quality specialized products not now made in Mexico.

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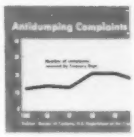

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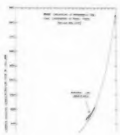

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COVER: *In anticipation of the nation's 196th birthday July 4,* Commerce Today *commemorates the occasion with the American's Creed authored by William Tyler Page.*

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ECONOMIC
HIGHLIGHTS

Current Trends In U.S. Births Could Result In Stability Of Population In Next Century

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The growth rate of the U.S. population has been in a downtrend for 15 years and recent data indicate the possibility of reaching population stability in the next century.

The slower rate of increase is due to smaller families since the death rate has not changed much and net immigration has increased. The latter represented about 20 percent of the total increase in recent years compared with 10 percent in the mid-1950s.

The decline in the number of births since 1957 has reduced the number of buyers for goods and services associated with babies and young children. But the market for many products (swingsets, cribs, baby blankets), depends primarily on first births, which recently have exceeded all past years with the single exception of 1947.

A stable population may be in sight within six to eight decades. First, total births declined from 1970 to 1971 and probably will decrease again in 1972; this is surprising because the number of women of childbearing age increased. Total births dropped because the fertility rate—the number of births per 1,000 women of childbearing age—declined sharply, despite earlier indications of stability. The present rate would eventually bring "zero population growth," excluding immigration.

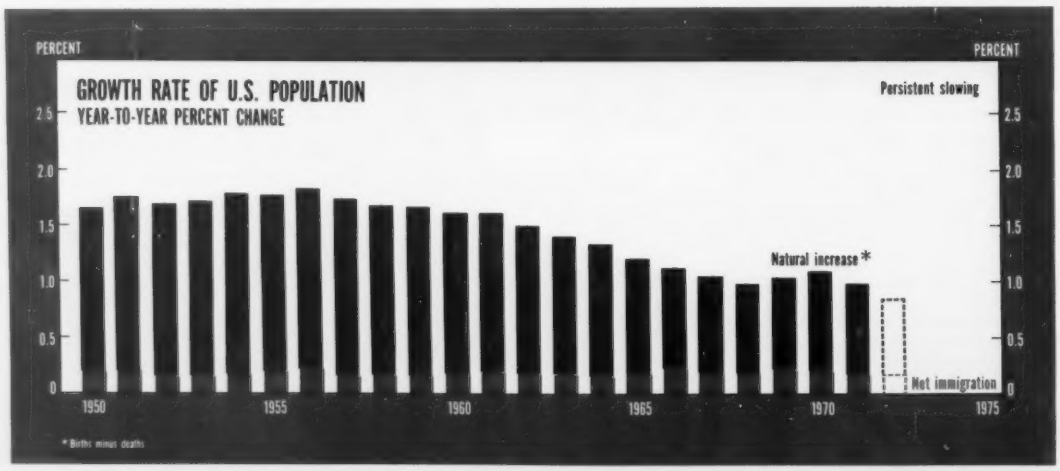
Second, the family size anticipated by young wives, according to a Census Bureau survey, also has declined to the approximate point that would result eventually in a stable population.

The stability stage will not be reached for many years because of the high and increasing proportion of young adults. Even at present fertility rates, births will increase for the next decade or so.

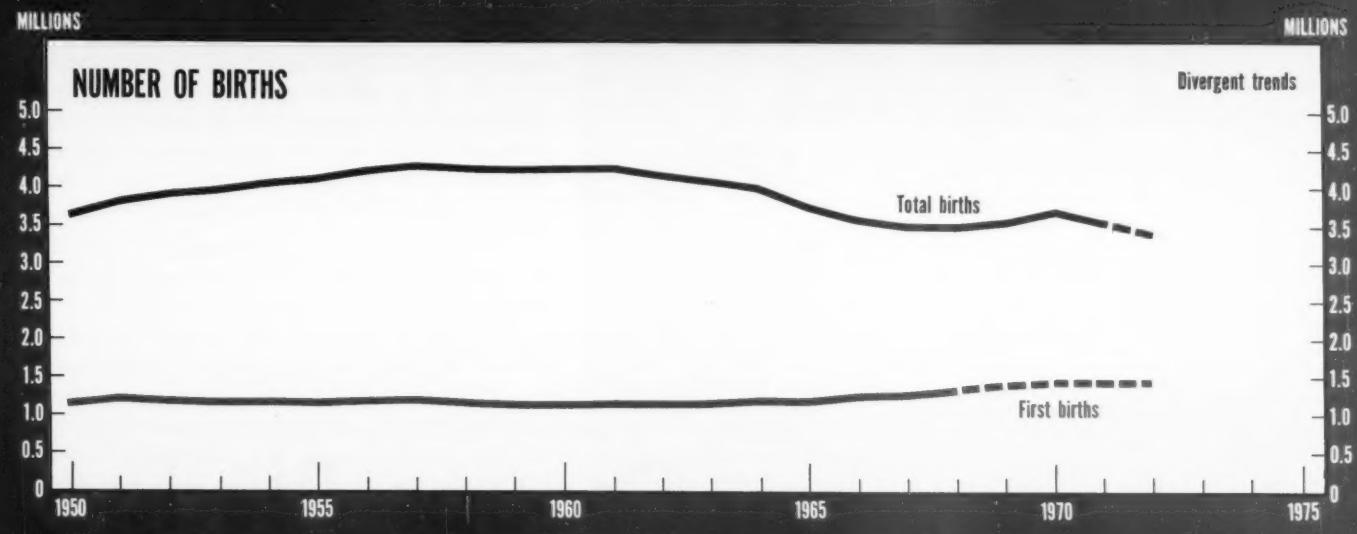
Growth in Gross National Product probably would be slower in a stable population, but per capita incomes would be higher because there would be fewer dependents per worker. The pattern of consumption would be different because the proportion of young people would be smaller. Economic growth would reflect only a rising living standard, rather than a combination of more people and higher incomes as at present.

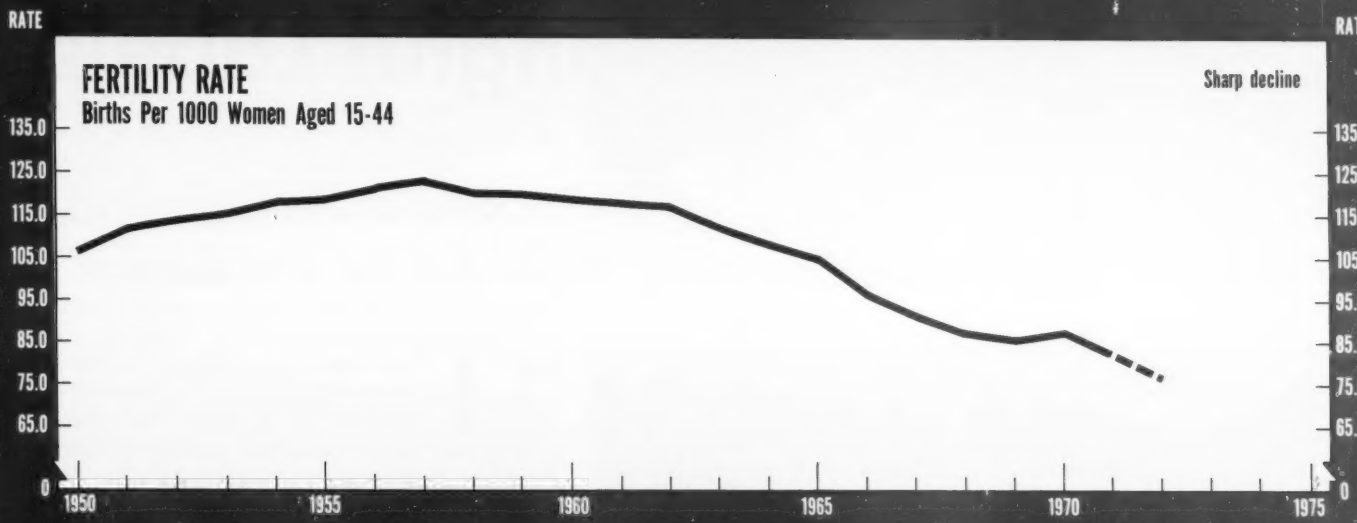
Other economic data

In May, industrial production rose for the ninth consecutive month. Retail sales rose to a new high.



Latest Indicators





All monthly data seasonally adjusted

Commerce Today
Vol. II, No. 19
June 26, 1972

Business Groups Pledge More Meaningful Labels

Report Gives Guidelines For Responsible Labeling, Packaging; Secretary Hails Aid To Consumers

LABELING—*The National Business Council for Consumer Affairs has issued guidelines for packaging and labeling to give consumers full information.*

"The great majority of business and industry associations will commit themselves to these principles (of responsible packaging and labeling) and want to adhere to them," James P. McFarland, chief executive officer of General Mills, Inc., has asserted.

'Needed catalyst'

McFarland, chairman of the National Business Council for Consumer Affairs' subcouncil which produced the new guidelines—"Guiding Principles of Responsible Packaging and Labeling"—said they will serve as "a needed catalyst" for business in seeking to attain voluntary adherence.

Secretary Peterson called the subcouncil report "the most progressive set of guidelines ever to come from" a group such as this. He said it calls upon business to provide the consumer with important information necessary for informed buying decisions.

"It is clear," said Peterson, "that we have reached the time when more and more consumers expect and should get answers to

these important questions from packages and labels."

"What is most gratifying to me is that the recommendations have come from a high level group consisting of many of the Nation's leading businessmen," the Commerce Secretary asserted. "I am also pleased to note that many companies have already begun to implement the guidelines."

Letters to business

Secretary Peterson is writing 1,500 of the Nation's leading business and trade association executives, urging them to review the new packaging and labeling principles and to take appropriate action.

McFarland, Robert Aders, chairman of the board of The Kroger Co. and vice chairman of the NBCCA subcouncil on packaging and labeling, and Secretary Peterson discussed the report at a press conference earlier this month.

"Not all our guiding principles are new," McFarland stated. "Several have been followed by manufacturers for many years voluntarily. Some are also required by statute."

McFarland said the subcouncil, which included representatives of a wide range of industries, including food, drug, cosmetics, paper products, oil, toy, clothing and advertising firms, had substantial input into its investigation from industry, government and consumer advocates.

"We believe some consumers feel they need more information with which to assess value," said McFarland. "And we believe these guidelines provide the framework within which consumer products can be better packaged and better labeled."

Aders demonstrated the "guiding principles" on a hypothetical consumer product, "Uncle's Onion Soup Mix." Pointing to a five foot high mockup of a "before" and "after" box of the soup mix, Aders explained the recommendations for open dating, care and use directions, ingredient labeling, nutritional labeling, and relative price information. He said the subcouncil's recommendations cover all consumer products, "not just food."

Under the proposed guidelines, perishable products would be dated to assure freshness. The report recommends percentage ingredient labeling and nutritional labeling where these "will aid consumers."

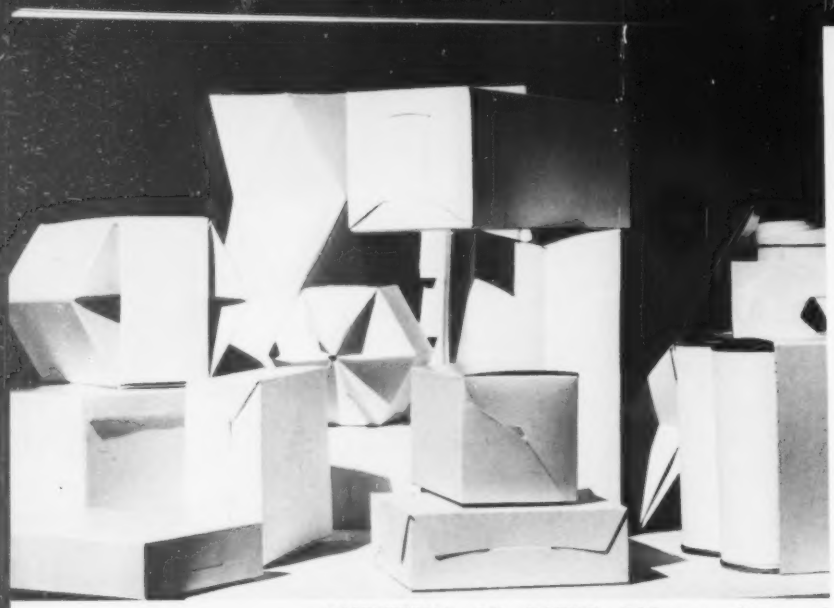
Mrs. Virginia Knauer, special assistant to the President for Consumer Affairs, expressed delight with the subcouncil's recommendations and said she believes "American shoppers" will welcome the "guidelines."

WHAT'S IN THE BOTTLE?—*This question will be answered in detail by the majority of business and industry association which are expected to commit themselves to responsible labeling and packaging, following the issuing of new guidelines by the National Business Council for Consumer Affairs.*

Mrs. Knauer said that the pricing, open dating, and ingredient labeling recommendations of the subcouncil will be "of particular" value to the consumer.

The "Guiding Principles" provide, more specifically, that businesses should include the following information on packages or labels of consumer products unless such information would be clearly irrelevant.

- Identity of the product by its common or usual name, description, or generic term.
- Net quantity of the product in terms of weight, measure, size, or numerical count.
- Name and address of the manufacturer, packer or distributor.
- A prominent warning of imminent hazards inherent with the use, maintenance, storage, or disposal of the product, and a description of the necessary treatment or



CONFUSION OF BOXES—*Different sizes and shapes in packaging products may produce confusion, but with industry compliance with new packaging and labeling guidelines, everyone buying will know what's in the package.*

antidote if the warning is ignored or misunderstood.

- Clear and complete directions for use and care of the product. Separate use and care instructions should be provided for products not normally consumed from or stored in the original package.
- Relative price information in a convenient and understandable form.
- Data beyond which the product should not be sold if it is perishable.

Businesses are to provide, according to the guidelines, the following information on packages and labels of processed food products.

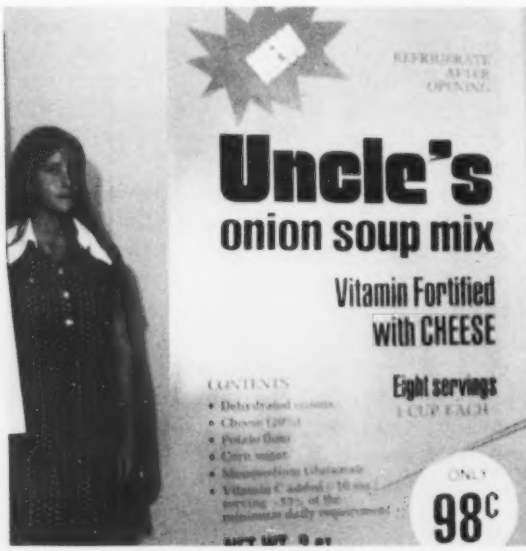
- Size, weight, or measure of servings where the label states number of servings.
- The common or usual name of ingredients or, where appropriate, the class of ingredients, listed in order of decreasing predominance. The most significant ingredient listed by percentage if it will aid consumers in assessing economic value and food quality.
- A statement of nutrient value conforming to applicable Federal guidelines.

In addition, all packages should contain the full and declared weight, measure or numerical count and be filled as full as practicable. Packages should be designed to:

- Protect the quality and form of the product.
- Protect the persons who come into contact with the product during use, storage, maintenance and disposal.
- Offer sufficient variety to serve the varying needs of consumers without unnecessarily complicating selection.

The subcouncil concluded that for the benefit of society in general, businesses should conserve natural resources in the original package, encourage reuse of both packaging materials and packages themselves, and minimize pollution in the disposal process.

The packaging and labeling report is the first of a number of NBCCA subcouncils studying consumer issues. William D. Lee, *Deputy Assistant Secretary of Commerce,* is executive director of the NBCCA.



A HYPOTHETICAL PRODUCT BOX—*Robert Aders, chairman of the board of The Kroger Co. and vice chairman of the National Business Council for Consumer Affairs points to details to be incorporated in labeling. Secretary Peterson, who announced the reports, looks on at the press conference.*

Antidumping Protection: New, Wider Significance For Many U.S. Producers

More And More Firms Invoking Act Of 1921; Dollar Devaluation Pricing May Bring Actions

Antidumping, a term that has been on the U.S. international trade scene for half a century but with a remoteness for most businessmen, has taken on new and widened significance. More and more American producers are invoking it as protection against sudden raids on their markets. It is a bulwark, too, to the new national balance-of-trade benefits being derived from the dollar devaluation.

Antidumping is of immense interest today to, say, the U.S. producer of a certain chemical agent. For years this company has shared a limited but stable U.S. market with several firms offering imports. One month some excellent, long-standing customers fail to place their usual repeat orders, or ask lowered prices. Explanation: importers, or the foreign producer-exporters, are offering the competitive chemical at 30 percent less than the usual price.

But the U.S. firm knows, or has good reason to believe, that the price being charged by the cut-rate competitors in their home markets is higher than the price now being quoted to the U.S. customers. So the U.S. producer, seeking relief under the provisions of the Antidumping Act of 1921, as amended, files a complaint with the U.S. Commissioner of Customs, in the Treasury Department.

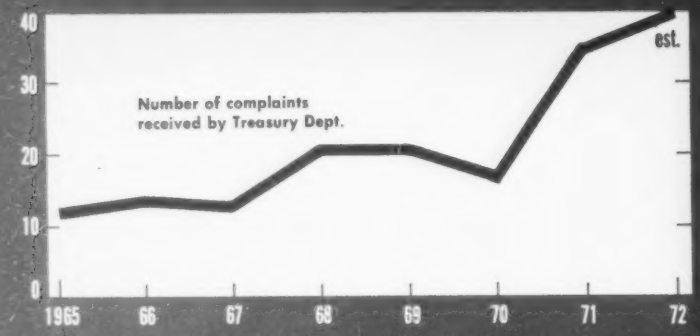
The Bureau of Customs then conducts an investigation and learns that sales at less-than-fair-value—i.e., at prices lower than charged in the exporters' home markets—have occurred. The U.S. Tariff Commission follows with an investigation and determines that the American firm has been injured by the dumped goods. Thereafter, a special dumping duty is levied on the imports to restore the competition at the normal price level.

Case load increasing

This drama is being played out all across the country by ever increasing numbers of participants. The number of antidumping complaints leading to dumping findings has been steadily increasing in recent years.

From 1958-1969, 291 complaints were resolved as follows: 143 were dismissed when no sales at less-than-fair-value (LTFV) were found; 84 were closed upon receipt of

Antidumping Complaints Climb Sharply



Source: Bureau of Customs, U.S. Department of the Treasury

assurances that either the imports would stop, or the exporter would increase prices; and 64 were determinations of LTFV sales. Of the 64 cases referred to the Tariff Commission, injury was found in 30 of them and dumping duties were assessed.

During the two-year 1970-71 period, Treasury received 52 complaints, of which LTFV sales were found in 17 cases and 28 cases are pending. Of the 17 cases referred to the Tariff Commission for injury findings, the Commission found injury in 9 cases, no injury in 4 cases, and 4 cases are pending.

The products and countries of origin on which dumping duties were imposed in 1970-71 are as follows: tempered and clear sheet glass, plate and float glass, color and monochrome television receivers, tuners, ferrite cores, fish nets and netting, and asbestos cement pipe from Japan; sheet glass from Taiwan; clear sheet glass from France, Italy, and West Germany; pig iron from Canada, Finland, and West Germany; whole dried eggs from the Netherlands; ceramic wall tiles and diamond tips for phonograph needles from the United Kingdom; aminoacetic acid (glycine) from France; steel bars from Australia; ice cream sandwich wafers from Canada; elemental sulfur from Mexico; and large power transformers from France, Italy, Japan, Switzerland and the U.K.

Act is explained

The Antidumping Act requires the Secretary of the Treasury to issue a dumping finding imposing an additional duty whenever the two criteria already mentioned above are met: first, that a class or kind of foreign merchandise is being, or is likely to be, sold in the United States at LTFV; and second, that an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation of such merchandise into the United States. Determination of LTFV sales is made by the Secretary of the Treasury, while determination of injury is made by the Tariff Commission.

The criteria for determining whether imported products are being sold at LTFV in the U.S. market are established by regulations promulgated by the Secretary of the Treasury (19CFR, part 153). For purposes of making a fair value comparison with the U.S. purchase price, foreign market value may be measured in several ways. Usually, foreign market value is the price charged for home consumption in the exporting country. However, if the quantity sold in the home market is so small in relation to the quantity exported to countries other than the United States as to be an inadequate basis for comparison with U.S. imports, then the foreign market value is based on the price of sales in those other countries.

If these two methods are inadequate, a "constructed value" based on the cost of production is used. In the case of goods from Communist countries, which may not be priced on the basis of production costs, fair value is often based on the sales price of similar goods sold by other countries.

The U.S. purchase price is calculated as the U.S. importer's net ex-factory purchase price whenever the buyer and seller are unrelated. If the U.S. buyer is a subsidiary or otherwise related to the foreign seller, then the U.S. price used for comparison is usually calculated from the resale price charged to unrelated U.S. purchasers.

Dollar shift effect

The rise in value of foreign currencies against the dollar, as a result of the recent international currency realignment, has effectively increased the home market ex-

How may U.S. producers invoke the protection of the Antidumping Act? Anyone who believes that foreign goods are being imported at less-than-fair value prices may file a complaint with the Commissioner of Customs, 2100 K Street, N.W., Washington, D.C. 20226. The complaint should include as much information as possible about the imported product in question and the reason for believing it is priced below fair value.

factory prices of foreign merchandise as expressed in dollars. The Treasury Department has warned foreign producers and exporters to revise their prices, either by raising the U.S. purchase price or by lowering the home market price. Otherwise, it is noted, the basis for a finding of sales at LTFV could exist. In the event a foreign exporter is operating under a fixed-price contract, Treasury will examine and consider the circumstances surrounding that contract and the importations made as a result of it, in any antidumping investigations.

Customs Bureau role

The Bureau of Customs has been delegated the responsibility by the Secretary of the Treasury to investigate dumping complaints. A dumping complaint may be initiated by a customs official, a domestic producer, or any other interested party. If the Commissioner of Customs determines from a "summary investigation" that the complaint is unjustified, or that the merchandise is being imported in insignificant quantities, the case will be closed.

If he decides that further inquiry is warranted, an "Antidumping Proceeding Notice" is published in the *Federal Register* and a full-scale investigation is begun. At this time the Commissioner of Customs solicits information from all importers, exporters, domestic producers or other interested parties through a detailed questionnaire.

The principal focus of the full-scale investigation is the effect on prices of the different circumstances of sale. In practice, the exporter and the importer have the burden of justifying any differences between the U.S. purchase price and the foreign market value. One way is to show that quantity differentials justify a lower U.S. purchase price. However, Treasury Regulations usually require exporters to justify quantity discounts on the basis of actual cost savings.

If, on the basis of the data collected during the investigation, the Commissioner of Customs determines that reasonable evidence exists that sales are being made at LTFV, he notifies the Secretary of the Treasury. The Secretary then issues a "Withholding of Appraisement Notice", which stays the determination of the final amount of duties due on the imported goods for either a three or a six month period. During this time, additional data are gathered.

Once a tentative determination has been made concerning sales at LTFV, interested parties are then afforded the opportunity to challenge the accuracy of data developed by Customs if they believe the tentative determination to be in error. Finally, the Secretary issues his statutory determination which, if it is in the negative, closes the case. If there is an affirmative determination of sales at LTFV, the Secretary notifies the Tariff Commission.

Tariff Commission role

The U.S. Tariff Commission has the statutory duty to determine if an industry in the United States is being injured, is likely to be injured, or is prevented from being established, by the LTFV imports which the Secretary of the Treasury has previously determined are occurring, or are likely to occur. The Commission completes its investigation, which usually includes a public hearing, within three months of the receipt of the Secretary's notification.

The principal focus of the Commission's investigation is on identifying the industry or industries that might be affected by the LTFV imports and on determining what kind of injury, if any, is occurring. In most cases, the Commission has identified the affected industry as the one which produces an article like the LTFV imports. However, there have been cases where the Commission has identified industries producing a dissimilar article, which is clearly affected by the LTFV imports.

When sales of LTFV imports have been concentrated in a distinct market area of the United States, rather than sold generally throughout the United States, the Commission has—for purposes of assessing injury—measured injury to the nationwide industry in terms of the impact of LTFV imports on that particular market area.

In determining injury, the Commission examines the conditions of competition. Delivered prices of the domestic article are compared with delivered prices of the LTFV imports when sold to the same levels of customers to determine whether the importers of LTFV articles are underselling the domestic industry. The margins of underselling, if any, are compared with the dumping margins to determine whether the latter have an unfair, anti-competitive influence on domestic price levels.

Where domestic prices have been significantly suppressed or depressed, or where

significant losses of market share, sales or customers have occurred, the Commission has found injury. The degree of injury necessary for a dumping finding has been described as "material" injury, or injury that is more than "de minimis." The Antidumping Act of 1921 also authorizes dumping duties when there is only likelihood of injury. The Commission has premised its determination of likelihood of injury on whether such injury is "foreseeable in the future" or "clear and imminent."

If the Tariff Commission determines that there is no injury, or likelihood of injury, to a domestic industry, then the Secretary of the Treasury is so advised and the case is closed. However, if the Commission does make an injury determination, then it so advises the Secretary of the Treasury, who issues a formal dumping finding. Thereafter a special dumping duty is levied on the imports in question to offset the price discrimination. It is equal to the difference between the higher foreign market value and the lower U.S. purchase price, and is generally retroactive to the date on which the "Withholding of Appraisement Notice" was issued.

In an effort to increase administrative efficiency, the Treasury Department has made three important changes in the past two years in its methods and regulations on antidumping complaints.

Changes in handling cases

The first action was to expand the headquarters staff of the Customs Bureau responsible for antidumping investigations from only five professionals in 1969 to 21 in 1970, and to 41 in 1971. As a result, Treasury has been able to complete antidumping cases, on the average, within one year from the time a complaint is received. Before 1969, antidumping investigations had frequently taken two years or longer to complete, leaving both importers and domestic producers in a protracted state of uncertainty. The next goal is to reduce the average time period to eight months.

The second change concerns the Customs regulations which provided that ar antidumping case could be terminated if the exporters involved gave satisfactory assurances that they would cease dumping, either by not exporting to the United States, or by raising their export prices. Past Treasury policy has been to accept such assurances and to drop the case. Unfortunately, this policy did not serve as a deterrent to dumping because if an exporter got caught, all he had to do was to agree to cease and desist from such practices and the investigation would be terminated. Treasury's new policy is to accept price assurances only when the dumping margins are minimal in relation to the volume of sales involved. This policy change is expected to more effectively deter foreign exporters from dumping in the U.S. market.

The final change has been the elimination of the so-called "25 percent rule" in Customs regulations on antidumping. Formerly, home market sales were considered an inadequate basis for determining "fair value" if less than 25 percent of non-U.S. sales of the merchandise were sold in the home market. Accordingly, the price of sales to countries other than the U.S. was used, but that price was often lower than home market price, whenever the world market was highly competitive. In 1971 the "25 percent rule" was eliminated because Customs found that lesser amounts of home market sales could represent an adequate basis for making a "fair value" determination.

International agreement

Antidumping legislation is, of course, not merely a U.S. concern. The effect of such laws on international trade led to the negotiation of an international antidumping code in the Kennedy Round of trade and tariff negotiations in the General Agreement on Tariffs and Trade (GATT).

Internationally, the code supplements the provisions of Article VI of the GATT with rules and procedures to be followed in antidumping actions. The code came into force on June 30, 1968. It now has 22 signatories, including all the major Western industrialized nations.

The principal advantages of the antidumping code to the United States have been the adoption by other countries of fair and open procedures along the lines of present United States practices. The code provides both an opportunity and a basis for United States exporters to defend their interests in foreign antidumping actions.

Of special benefit to the United States has been the adoption by Canada of an injury requirement in its antidumping legislation. The lack of such a requirement had impeded United States exports for many years.

—Bureau of International Commerce

Steel Industry Aim: To Clean Up Water Leaving Its Plants

Nationwide Commitment Seen Improving Country's Lakes, Rivers, Air; $1 Billion Spent

A casual glance at the water rushing *into* Republic Steel's Cleveland, Ohio, plant from the Cuyahoga River causes a shock reaction. Not only does it resemble dirty laundry water, complete with foam and suds, as it is discharged from a load of greasy clothes, not only is it filled with obvious sediment, but also it carries an unhealthy smell.

On the other hand, the water *leaving* this plant is crystal clear and even appetizing.

As the operator of the new water treatment plant at Republic notes, "We have to clean up the river water before we can use it in the plant."

The $18 million waste water treatment plant, the largest of its type ever constructed in Ohio, is part of Republic Steel's answer to using clean, cool water to produce the flatter steel it ships from this strip mill complex. The plant can process 100 million gallons of water a day—comparable to the amount used by a city of half a million people.

Republic Steel has spent $28.2 million since 1960 for water control on Cleveland's Cuyahoga River alone, including the new treatment plant serving the west side blast furnaces.

According to President W. B. Boyer, who is also the Vice-Chairman of the Commerce

CLEANING UP THE WATER—*The most expensive single pollution control unit yet installed at Inland Steel's Indiana plant is this $10 million Terminal Water Treatment Plant, which cleans up the water.*

Department's National Industrial Pollution Control Council's Steel Sub-Council, Republic is committed to cleaning up the air and the water it uses. In the past 10 years, in fact, this steel industry alone has spent $112 million for environmental control facilities, and millions more for their operation.

The steel industry itself, while called the "biggest polluter" by many, is actually doing an impressive job of cleaning up the environment—even to returning water to rivers, streams and lakes in a cleaner condition than it was received.

By the end of 1972, experts estimate that steel manufacturers in the United States will have spent in excess of $1 billion on just pollution control facilities. And, according to the American Iron and Steel Institute, U.S. steel companies have budgeted more than $320 million for air and water quality control facilities that will start in operation this year and in later years.

These funds apply only to the construction or installation of such facilities. Operation and maintenance of the air and water pollution control plants and devices require an additional outlay by the industry. Some even indicate that these expenditures require an annual cost of at least 12 percent of the original price of the equipment.

An AISI official reports that as of the end of 1971, domestic steelmakers in the U.S. were spending almost $142 million a year just to keep existing air and water quality units operating.

CLEAN COKE PROCESS—*Technician monitors gas and material flow of the bench-scale carbonization unit, part of the new "Clean Coke Process being developed at the U.S. Steel Research Center.*

Pollution control, however, is not new to the steel industry. Dr. Gerhard Rosegger, Associate Professor of Economics at Case Western Reserve University, in his paper on the "Case of the Iron and Steel Industry," states that "environmental constraints in one form or another have played a role for a long time in industries like iron and steel."

Rosegger continues that it is "the changing nature of these constraints and the concomitant adjustments in the parameters of investment decisions that make the reconciliation of technological opportunities with environmental concerns a difficult task."

Changed concerns

He points out that concerns have changed with the emphasis of the times. For instance in the early twenieth century the concern was primarily with the "working environment" of the workers (eliminating work hazards and physical strains). During World War II, stress was placed on the conservation of certain resources and on the utilization of byproducts and waste products. Each of these concerns had the effect of working towards pollution abatements as well as safety and security.

Because of this, Rosegger concludes that evaluating past technological changes by today's standards is "at least in part an artifact." He does note, however, that such an evaluation provides a useful base for current analyses.

Edwin H. Gott, chairman of the board of U.S. Steel Corporation and chairman of AISI, pinpoints the steel industry's research on ways to avoid and eliminate pollution back to 1930.

"Steel," he said, "hasn't solved all its environmental problems. But it has assigned the highest priority to the clean-up effort."

Gott, who is also a member of the NIPCC Steel Sub-Council, maintains that the steel industry has been putting a larger share of its capital spending into pollution controls than any other industrial or business group —"about twice the average for all manufacturing and three times the average for all business and industry combined."

The steel executive underlines, too, the fact that no foreign steel industry is known that is "shouldering this kind of cost burden for pollution controls."

Gott indicates that while foreign governments are beginning to consider tighter control standards, these governments are assist-

ing in the costs of installing business controls.

"Japan," he told a group of press from all over the country, "is already granting its industries liberal tax and other concessions on pollution control investments, with a special depreciation schedule that permits the write-off of one third of the purchase price of the equipment in the initial year."

Part of the problem faced by the steel industry is developing the methods to not only help clean up the environment, but also to keep from adding any pollutants to the air and water or generating more solid waste.

It is obviously a situation that cannot be cured overnight. And it promises to need huge sums of money for research and development, as well as installation and operation.

This last year, the steel industry suffered severe cutbacks, due to a large part by the bite of imported steel into the American market. As a result, steelmakers have had to decrease their appropriations allotted to research and development. Nevertheless, this has not lessened the industry's dedication to licking the environmental problems it faces.

Hours to research

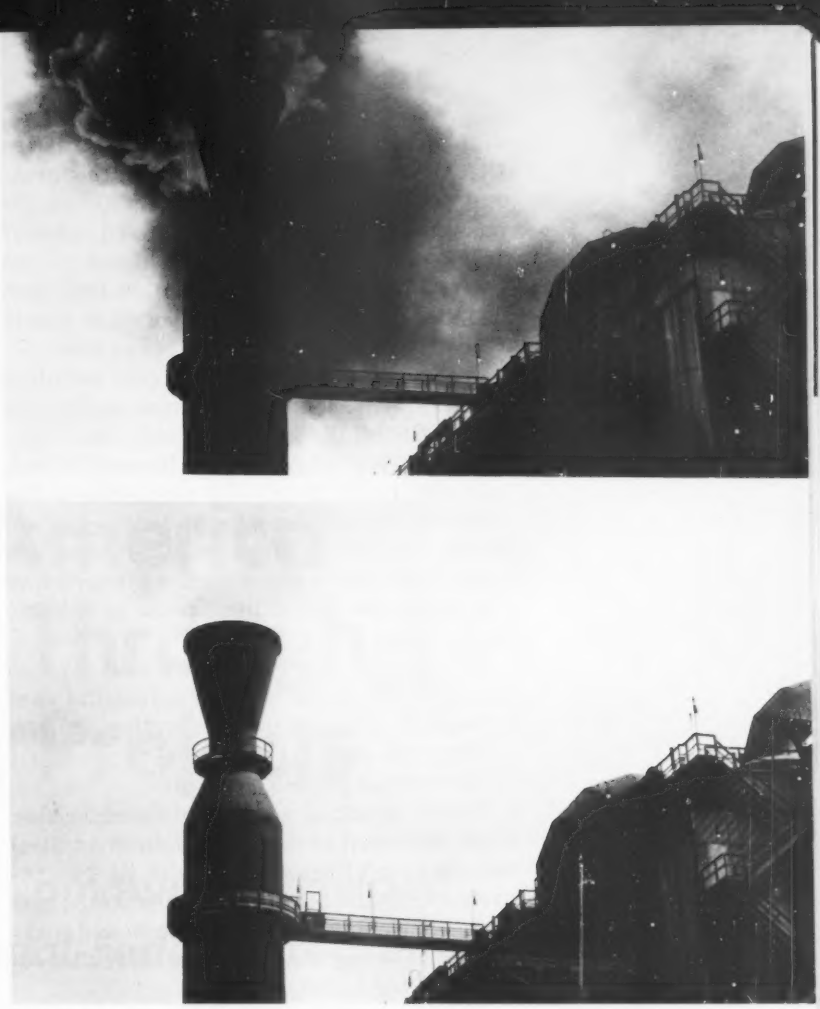
Research and development facilities all over the Nation are devoting hours to finding ways to make the production of steel even more efficient, to produce better finished steel and steel products, and to explore methods to curb pollution elements of the industry.

At U.S. Steel's facilities at Monroeville, Pa., for instance, researchers are involved in finding solutions to problems such as atmospheric pollution, dwindling reserves of low-sulfur coals that can be used for coke production, and decreasing availability of low-cost energy sources for steelmaking operations.

One result of this long-range effort has been the conceptual development of a closed-system "Clean Coke Process." To continue the research in this area, the Office of Coal Research of the U.S. Department of the Interior recently awarded U.S. Steel a $6.56 million contract, leading to the design and operation of a pilot plant for processing ten tons of coal per hour.

When perfected, the "Clean Coke Process" will be a non-polluting process for metallurgical coke manufacture, according to Dr. Charles A. Bishop, manager of chemicals and chemicals-processing research for U.S. Steel.

"It will also deliver a more extensive utilization of domestic coal reserves," he observed, "which would be shared by industry and the Nation as a whole."



BEFORE AND AFTER—*The picture above shows a smokestack at the Burns Harbor, Ind., plant of Bethlehem Steel Corporation, before electronic precipitators were installed to curb the particles of steel waste going into the atmosphere. The bottom picture shows the same stack with a precipitator in action—decreasing air pollution particles by 95-99 percent.*

The experimental process, based on experimentation and projections, would produce no waste products. Rather, it is estimated that a plant processing 8 million tons per year of raw coal would yield 2.2 million tons of metallurgical coke, 2.4 billion pounds of chemical and allied products and enough fuel gas to meet the requirements of a community of about 35,000 dwellings.

Coke ovens have long been a problem to the industry as one of its largest pollution problems. Extensive research has been conducted on coke batteries over the years. At Bethlehem Steel's Burns Harbor plant in Chesterton, Ind., a new multimillion dollar expansion program has incorporated all the latest pollution fighters in its construction.

Even so, James A. Creighton, general manager of the plant, notes that its coke batteries

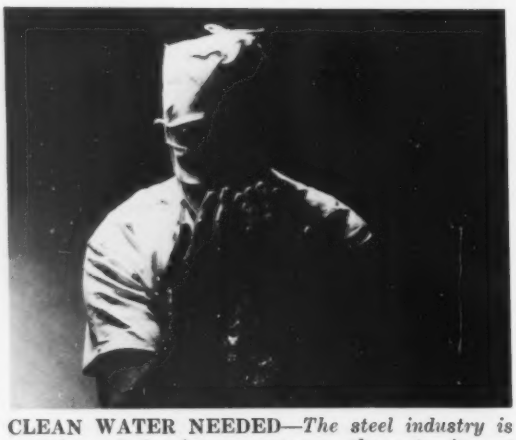
still present a problem. But he emphasized that the company was working on this problem day and night, and now feels its has the answer to preventing the "green smoke" from leaking out around the doors of the battery, making the units pollution-free. Special steel sealers for these doors are nearly ready for installation to solve the problem.

Another way of licking the coke pollution situation will shortly be demonstrated by the Weirton Steel Division of National Steel Corporation, Weirton, W. Va. On Brown's Island, adjacent to its plant and accessible to the works by bridge, brand new coke ovens are being constructed under a design that will collect the gases thrown off by converting coal into coke and deliver them as saleable by-products.

Besides increasing Weirton's coke production and improving the environmental controls in the coke-producing operation, the new battery will permit the division to phase out its 28-year old present coke plant.

Water pollution is another thorn arising from coke oven production. Bethlehem Steel has answered this question with its two 82-oven coke oven batteries, virtually closed systems, which only allow uncontaminated cooking water from the quenching operation to return to Lake Michigan.

Only about 10 percent of the water used in steelmaking at this plant required secondary processing at the main treatment plant. Water used in the steelmaking facilities is recirculated, resulting in lesser quantities of water being discharged to the treatment plant for processing and return to the Lake. But the water returned to the lake is cleaner than the water coming into the plant from the source.



CLEAN WATER NEEDED—*The steel industry is conscious of cleaning up water, as the water it uses today may be used in a hospital room tomorrow.*

Considered one of the most advanced and efficient water quality control processes in the steel industry, the three-treatment water cleaning process used at Burns Harbor was designed by built in cooperation with the Indiana Department of Health and State Stream Pollution Control Board.

Stewart S. Cort, chairman of the board of Bethlehem Steel, is a member of NIPCC's Steel Sub-Council. This council is expected to release a report on the steel industry's activities for environmental control in the immediate future.

C. William Verity, president of ARMCO Steel Corporation, and a Steel Sub-Council committeeman, thinks the industry has done an outstanding job in tackling the environmental problems.

"Most of the big problems have been brought under control," he notes, "or are in the process of being brought under control."

Verity said that in 1971 the steel industry efforts to do just this added $1.50 per ton to the costs of producing steel.

Verity also points to the clean air that can now be noticed over steel plants nationwide. "Steel, in air quality control, has come along way from the 19th century days when simple dustcatchers were installed on blast furnaces," he said.

"Today's air pollution control equipment includes electrostatic precipitators, fabric filtration systems (also known as bag houses), wet scrubbers, cyclone collectors and other devices that remove dust and particulate matter."

And at ARMCO's Houston, Tex., plant, this is a removal efficiency of between 95 to 99 percent.

Much has been done, but the cost has been staggering to the steel industry. Of prime concern is whether or not it can afford the further investments it must make to comply with the latest proposed legislation.

To do this would require another $1 billion, in addition to another $400 million annually for operation and maintenance.

What it is asking for is standards that can be met on a cost/benefit relationship, perhaps a long-term low interest loan program, possibly a tax break on pollution facilities, construction and demonstration grants, and a slowdown in the changes in Federal regulations.

But the steel industry also promises intensive work to clean up the environment for a better tomorrow.

Small Town America On Rebound Through Job-Creating Projects

Economically-Depressed Communities Helped To Rebuild Through Industrial-Federal Programs

How are you going to keep them down on the farm or in "Small Town, U.S.A.," when agricultural mechanization destroys farm jobs, old industries decline and the area is economically depressed?

One answer to not only keeping a town's residents but also bringing back those who have strayed has been found in a Federal grant and loan funding program, designed to help such communities rebuild themselves to economically strong levels.

This solution can be found in the vast majority of the aid projects approved by Commerce's Economic Development Administration that have been developed to relieve severe unemployment pockets and economic distress in the Nation's smaller communities.

By creating jobs in these areas, the projects have helped to check in some degree the vast exodus of people from the rural communities to the large metropolitan centers. This exodus has accelerated in recent decades, reaching a point where, as shown in the 1970 census, the portion of the Nation's population engaged in productive

GETTING HER BEARINGS—*JoAnn Love (left), a Genbearco trainer, works alongside Annie Thompson of Wilson, N.C., assembling bearings in the Wilson plant on contract from an auto manufacturer. It's all part of a industry-government project to "keep them down on the farm" and prevent out-migration.*

A TANK THAT SPELLS 700 JOBS—*A grant of only $93,000 from EDA helped bring 700 jobs to Elm City, N.C., in an industry-government endeavor to defeat out-migration in this town in need of help.*

agriculture was less than 10 million, below five percent of the total and the lowest so far as can be determined in 130 years.

Up until the end of May, EDA since it was established in 1965 had approved 5,712 aid projects of various kinds involving a commitment of slightly more than $1,669 million.

Defeating out-migration

These projects have ranged over the vast gamut of community needs from establishing airports to building fences for cattle owned by Indians. Running through the projects has been a central purpose of helping people to stay close to their home areas, or in some cases to bring them back if they have left. In the case of Indians, the object has been to assist them to remain with their tribes on reservations or nearby.

Some of the representative EDA projects directed toward curbing out-migration include:

The Bowling Green Area: This is the 10-county Barren River Area Development District in Kentucky, one of more than 100 multi-county districts across the country receiving planning funds and other forms of support from EDA. Bowling Green is a growth center for this district, the southernmost part of which borders the Tennessee line.

Since World War II thousands of people have migrated north from this district, some going to Louisville, others continuing on to Cincinnati and Indianapolis, still others to Chicago and Detroit.

But the situation is beginning to change in response to the changing economic base of the area itself, and some former migrants have found that the road can lead back home, most often back to Bowling Green.

Rich in natural resources, the district has been making a steady though painful transition from agriculture to industry as the major source of jobs. The Bowling Green area, which had 3,000 manufacturing jobs in 1960, at the latest count had well over 7,500 jobs.

Glasgow, located in Barren County and serving as a second growth center in the district, has an industrial work force of 2,500. Other key manufacturing communities are Russellville, with about 3,500 jobs, and Franklin in Simpson County, with more than 2,000 jobs.

Among the products manufactured in the district are automotive parts and accessories, furniture and other household goods, building and farm supplies, industrial equipment, chemicals and fertilizers, clothing, and air-conditioning equipment. Other industrial activities include the processing of meats, foods, beverages, and tobacco.

In 1950, agriculture accounted for half the jobs in the district. Ten years later, its share had dropped to less than one third, and by 1970 to an estimated one-fifth. Tobacco, beef, dairy cattle, and hogs form the basis of the district's farming structure. Consolidation of farms is spurred by mechanization and market conditions. In 1960, there were 12,660 farms in the district. In 1970, the number had been cut in half, and the size of the average farm had doubled.

Through the fiscal year 1971, EDA had approved $9.6 million for programs and projects in the district. Standouts in EDA-supported projects have been the water-sewer industrial expansion project in Bowling Green and the installation of a municipal gas distribution system in Scottsville, a community of 3,400 whose antiquated gas system broke down in January 1970, developing dozens of leaks that closed schools and threatened the health and safety of residents.

"There used to be a lot of competition

between communities around here," says J. E. Stewart, Russellville businessman and president of the Barren River District. "I'm truly amazed at the nonpartisan cooperation that has sprung up between communities . . . I think the Economic Development Administration has helped promote this willingness to work together."

Wilson County, N. C.: Between 1950 and 1960, the county, located in the heart of the North Carolina coastal plain, lost 14 percent of its population, and would have lost more, if new industries had not been brought in. Out-migration was at a peak when the Wilson Industrial Council was organized as a joint city-county agency in 1956.

Four-year growth

The main surge of the area's industrialization has occurred in the last four years with the development of the 210-acre Wilco Industrial Park in concert with an adjoining industrial tract promoted by the Seaboard Coastline Railroad.

The first wave of industry to come in consisted mainly of seasonal food-processing establishments or textile mills. More recent acquisitions have been technologically-advanced precision industries. Thus, workers displaced by machines from jobs in tobacco fields and warehouses are able to advance up the job ladder according to ability and ambition. As the newer industries provide training in new skills, the more adept workers leave textiles and tobacco for better jobs, making way for less skilled persons who had no jobs at all.

In 1967, an overall Economic Development Program was drawn up to qualify Wilson County for maximum aid from EDA. Thus far, a little more than $1 million has been approved by EDA for the county. One grant for $93,000 permitted improvements in the water system of Elm City, which has a population of a little more than 1,200. This grant helped create 700 jobs, since it made it possible for Elm City to supply water to a new plant established by the Reuben H. Donnelley Corporation. A $510,000 grant was made to help expand the Wilson County Technical Institute, and a $585,000 business development loan was made to the Genbearco Corporation, which established a plant in the area.

A number of other industrial plants have been established in the county. As a result, it is making notable headway in the battle to stem out-migration.

Northeastern Pennsylvania: EDA has assisted in an extensive development in a seven-county Pennsylvania area that has suffered mounting unemployment as anthracite mining declined.

In the last 14 years, the Commonwealth of Pennsylvania has helped create more than 37,000 industrial jobs in this area. The total investment, in the form of loans by the Pennsylvania Industrial Development Authority, has been $61.5 million, less than half the annual payroll generated by the program.

In the last five years, EDA has entered the picture, providing $370,000 in planning and technical assistance through the Economic Development Council of Northeastern Pennsylvania, $6 million in public works grants, and $3 million in business development loans, the latter mainly in Luzerne County.

Seven-county success

The result of these efforts is that seven counties have turned out-migration into in-migration. Unemployment, which for two decades was more than 10 percent, has been reduced to near the average national level. The population downtrend has been reversed. Between 1960 and 1970, the population loss for the area was 2.4 percent, but this actually reflected a slowing of the decline during the first half of the decade. An influx of new industries has come into the Susquehanna Valley and the surrounding foothills.

John S. Cole, Executive Director of the Pennsylvania Industrial Development Authority, recalls that the first industries to move in were textile and garment establishments employing mainly women at relatively low pay. As a result, unemployed miners still could not find work.

"I think the trend in the area," he says, "is away from needle trades and toward distribution and, I hope, research and development—a little higher-type job than they have had in the past."

Central Louisiana: The nine-parish Kisatchie-Delta Economic Development District, designated by EDA for assistance on May 25, 1968, stretches across central Louisiana from the Mississippi on the east to the Sabine River on the west.

Around the turn of the century, the area was stripped of its forests by lumbering operations, leaving its economy dependent for many years on cotton and other crops. In the last 20 years, cotton has ceased to be a

major source of employment because of the rapid mechanization of agriculture. The resulting displacement of farm workers caused high unemployment, low family incomes, and a heavy out-migration of young people to the cities in search of job opportunities.

Since World War II, reforestation, combined with new methods of conservation and timber harvesting, has restored the forests as the chief natural resource. Now more than 90 percent of the land in the district is devoted to tree production.

Meanwhile, in recent years a planning and action program initiated in the district by local leaders has brought hundreds of new industrial jobs to the area. Local people have found that the key to success has been a prevailing spirit of cooperation to achieve economic and social gains.

To aid the job-creation efforts, EDA has made grants totaling more than $10 million to the area. Included is grant of $5,315,000 to the city of Alexandria to help build a $12 million addition to its water system. This expansion in the water supply has made possible the establishment of the $50 million Pineville Kraft linerboard plant which employs 300 persons and creates another 1,000 directly related jobs in supply operations.

The plant ships 70 percent of its product to foreign markets, thus affecting favorably the Nation's balance of payments. Much of the foreign shipments are exported through the port of Lake Charles, expanded with the aid of a $3,501,000 EDA grant.

With the new industrial developments, out-migration has slowed in the nine parishes, and many young people are able to find work opportunities at home. Some who had moved to New Orleans have returned.

Southwest Arkansas: Little River County in Arkansas is representative of many rural communities that have lost jobs, income, and population as farming became mechanized and small family farms were absorbed into larger ones. The problem was aggravated by a change from row crops to cattle grazing and timber growing.

The population of the county declined 27 percent between 1940 and 1950. Net out-migration was 33.7 percent between 1950 and 1960, qualifying the county for EDA assistance.

County leaders decided that the only solution to their problems was to seek industry to reverse the out-migration. The turning point was the completion of the Millwood Dam and Reservoir, and the establishment of the Nekoosa-Edwards Paper Company's plant at Ashdown. A key factor in making the mill possible was the provision of water, made possible by an EDA grant of $1,870,000 to the Southwest Arkansas Water District.

Numerous EDA aid projects are enabling Indian reservations throughout the Nation to operate tribal enterprises in the effort to provide job opportunities in home areas for Indians who might otherwise migrate to cities. Examples include a water-farming project for Lummi Indians in Washington State; the Navajo Forest Products Industries, employing 500 persons, nearly all Navajos; a cold-storage facility and processing plant for salmon at Metlakatla on Annette Island in Alaska; tourism facilities on the Alabama-Coushatta Reservation in Texas; cattle production on the Mescalero Reservation in New Mexico; and a sawmill owned and operated by the Red Lake Chippewa Tribe in Minnesota.

Through an extensive variety of projects, communities in all States of the Union are being assisted in their self-help efforts to emerge from difficult economic situations.

A DREAM COME TRUE—*A man named Hancock and his wife help their two sons with homework, comfortable in a home that has been made possible by his job at Pineville Kraft in Louisiana—in an industry made possible by a joint industry-government effort to win over out-migration.*

DOMESTIC BUSINESS REPORT

- A research effort equal to Apollo project
- Phase II pricing controls clarified
- Minority banks increasing in numbers
- U.S. Merchant Marine in for drastic changes
- Increased profits, jobs, SBA result
- Consumer goods' ownership hits new high

Secretary Seeks Energy Crisis Solution

Secretary Peterson has called for a research effort equal to the Apollo space program and the Manhattan atom project to achieve technological solutions to the country's growing energy problems.

National policies needed

"We have no alternative but to construct national environmental policies, national energy policies and national economic growth policies which are coherent and reconciled," Peterson asserted.

He said it may be a very costly adventure, but "also a priceless one in terms of its meaning to our children."

Peterson, addressing the annual convention of the National Coal Association in Washington, D. C., this month said "both private industry and the federal government are going to need to escalate both the breadth and depth of their commitment to energy. . .

"And before we are done," he continued, "I would predict that nothing less than an Apollo, or to use an earlier phrase, a Manhattan-type money, schedule and indeed national commitment will be necessary to turn the promise of energy research into reality."

The Commerce Secretary called for a "competition of research ideas" to "yield the best and widest choice, so as to fill our energy baskets with the right energy source for the right application in the right area of the country."

He noted that research efforts are under way on coal gasification, fast breeder reactors, fuel cells, fusion power, geothermal and solar energy.

Pointing out that the projections show energy consumption is expected to grow from about 68 quadrillion BTUs in 1970 to nearly 125 quadrillion BTUs in 1985, Peterson added that the United States has "an energy bill of $75 billion annually."

"Today's total energy research and development expenditures approach only about 1 percent of energy revenues," he added further. "A University of Chicago professor once told me that if you have no alternative you have no problem. And do we as a country have an alternative but to increase in a fundamental way our commitment to energy research."

Peterson declared that up to now, the country has not begun to reconcile the obvious conflicts between environmental and economic concerns—it is classic and up to now irreconcilable, dialogue of the deaf.

Different viewpoints

"The ecologist and the economist are talking right past each other," he stated. "For example, it would seem that too many ecologically-oriented advocates like nearly every form of energy except the ones we have. On the other hand, too often the industrially-oriented advocate has forgotten that GNP stands not only for gross national product but also for gross national pollution."

The energy problem is too real

ENERGY IMPORTANCE—*Secretary Peterson (center) discusses research and development with John Philips (left), vice chairman, Eastern Associated Coal Corp. of Pittsburgh, Chairman of the National Coal Association, and Carl E. Bagge, president, National Coal Association. The Secretary of Commerce addressed the Coal Association annual convention this month.*

to permit us to enjoy the luxurious fantasy of being reconciled with the irreconcilable, that is either the economy or the ecology, he continued.

"We need to define practical alternatives and ask how much more or less pollution, at what cost—instead of insisting we depend on hypothetical low pollution, low cost sources that exist only in theory," he asserted.

He said the alternatives to the ultimate redress of energy imbalance is whether to develop a permanent and substantial reliance on foreign sources to close the gap between domestic supply and demand or focus efforts on development of new clean energy resources at home.

"The only rational policy, in the long run, is to place preponderant priorities on development of new domestic resources," Peterson continued. "From an economic point of view, it could be disastrous to fill our long term energy needs through imports of foreign fuel. Imports of oil and gas alone in 1970 amounted to $2.7 billion."

Accelerating research

He said as a part of the process of accelerating private sector energy research, imaginative new approaches must be formulated to encourage more private funding of research. Also, to help offset the fears that the proprietary rewards are too uncertain and the costs are too large for any one company, an exploration is needed of how industrywide energy research efforts can be stimulated.

"Indeed," Peterson pointed out that, "in the President's New Technologies Program, he envisioned in his experimental technological initiatives program—as one such example—the stimulation of industry-wide research efforts in appropriate circumstances."

"I would believe that some of the energy research challengs could well qualify for such industrywide stimulation," he observed.

The problem is that there have been insufficint incentives for private companies to commit their best technical people and some of their money to application of this government held technology.

"The key to your future as an industry," he told the coal operators, "The key to our future as a strong and vialable society, will depend enormously on how well we energize ourselves to mount a whole new scale of energy research."

More than ever before energy research will be your business, it will be our business, it will be everybody's business, he concluded.

Business Gets Phase II Answers On Pricing, Health Services, Rent

Posting of prices, pricing practices, health services and rents are areas drawing a number of questions concerning the decisions of the Price Commission. The Economic Stabilization Program of the Internal Revenue Service has issued the following questions and answers to further explain the Price Commission decisions.

Q: May an attorney who charged a percentage contingent fee (such as 25 percent of the amount recovered) for a particular service during the freeze base period continue to charge the same percentage fee for the same service, even though the dollar recovery may vary from case to case?

A: Yes. The attorney's percentage fee during the freeze base period is his base price.

Q: If a hospital seeks an exception to the Economic Stabilization Regulations to make a price increase that will not increase its aggregate annual revenues by more than 6 percent must it first get the recommendation of its State Advisory Board?

A: No. The State Advisory Board's recommendation is not required unless a proposed price increase, together with other price increases, will increase the aggregate annual revenues of an institutional provider of health services by more than 6 percent.

Q: In considering the 2.5 percent non-wage limitation, does an institutional provider of health include federal unemployment tax benefits and social security benefits in the calculation of this percentage?

A: Federal unemployment tax benefits and social security benefits are subject to the 2.5 percent non-wage limitation.

Q: If a landlord agrees to accept less rent than provided for in the lease, is the base rent the amount paid or the amount in the lease?

A: In determining the base rent the amount actually paid by the tenant is used, regardless of what the amount provided in the lease is.

Q: Does an apartment leased for a term longer than month-to-month on January 19, 1972, in an apartment complex organized under a cooperative plan and an apartment leased for the same period as of the same date in a condominium qualify as "single family dwelling units" under Section 101.33(a)(2)(iv), where the owner and members of his family own or have an interest, directly or indirectly, in no more than an aggregate of four such units?

A: Yes. The concept of "single family dwelling units" encompasses not only traditional housing units physically separate from other such housing but also separate units of housing within the structural confines of a cooperative apartment complex or a condominium.

Q: Is a tavern that sells cigars, gum and potato chips in connection with the sale of mixed drinks, where sales are less than 10 percent of annual revenues, subject to posting requirements?

A: Where the sale of such incidental items are made in connection with the sale of drinks and beer, it is considered to be part of the services provided by the tavern. However, if the tavern has a retail package store then the normal posting requirements apply.

Q: Where a retailer R, owns a retail store with annual sales of $350,000, and directly and indirectly holds more than 50 percent interest in a retail store with annual sales of $150,000, may the second store qualify for the less than $200,000 posting requirements?

A: No. For the purposes of the Economic Stabilization Regulations, where a person holds more than 50 percent interest (directly or indirectly) in a business, he is considered to control the business. R's retail business is considered to have annual sales of $500,000. Thus, the smaller of the two stores does not qualify for the $200,000 posting rules.

Q: A retail chain institutes cost-justified price increases in all stores in each division at the point in time its inventory indicates that for the whole division the old-cost inventory is exhausted. May the chain continue to use this inventory pricing method even though the old cost inventory may not be exhausted in particular stores?

A: Yes. The chain may continue to use its inventory pricing method at whatever organizational level of the firm the inventory exhaustion has been customarily determined. It may be true that stores in the division will have unsold old-cost inventory when the price increase is put into effect. On the other hand, if the division-wide exhaustion date is accurate, other stores will have sold increased-cost inventory before the price increase.

Note For Federal Contractors

Executive Order 11598, which became effective Sept. 24, 1971, requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this Executive Order is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the order's specifications.

Full details of the Executive Order can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

MINORITIES IN BANKING—*Industrial Bank of Washington is among 39 minority-owned banks in the country today, 11 more than in 1970. Twenty more are in various stages of organization, forecasting a brighter future for these banks.*

Minority-Owned Banks In U.S. On Increase In Numbers, Assets

Close to 20 minority-owned banks are in various stages of organization, according to the National Bankers Association, the trade association for minority-controlled banks in the United States.

The total number of minority-owned banks in the country today is 39—11 more than the total of 28 minority-owned banking institutions recorded in 1970.

And in 1971 four out of 38 national charters granted were given to minority-owned banks, and two state-chartered minority-owned banks opened for business.

In addition, 48 minority-controlled U.S. savings and loan associations are now in operation.

According to James H. Marx, director of capital development for the Commerce Department's Office of Minority Business Enterprise, this report shows progress in the banking industry field for minorities throughout the Nation.

"But more needs to be done," he emphasized.

Marx pointed out that there are almost 14,000 banks throughout the U.S. Even adding the 20 minority-owned banks soon to be established, a total of 59 minority-owned banks is a small percentage.

"Of the 39 minority-owned banks in operation today," he added, "their total assets as of Dec. 31, 1971 was only about $635 million, or about one-eighth of 1 percent of all bank deposits on that date."

The OMBE official also noted that the 48 minority-owned savings and loan associations represent actually more than 1 percent of the more than 4,700 state and Federally-chartered savings and loan associations in the country.

Marx does feel it is significant, however, that in a year when bank openings totaled more than any year since 1964, four national charters were awarded the minority groups. (In 1971, 181 banks opened, the second largest number of new banks in at least 25 years. The largest number began operation in 1964 when 312 opened.)

The National Bankers Association pinpoints the minority-organized bank institutions formed in 1971 by two groups of blacks, one Spanish-speaking group, one multiracial group, one biracial group and one Mexican-American group.

The black-organized banks beginning business in 1971 were Greensboro National Bank, North Carolina, and North Milwaukee State Bank, Wisconsin.

Greensboro National, capitalized at $600,000 opened Nov. 2, with Henry E. Frye as president. North Milwaukee State, a $1.6 million-deposit bank, opened its doors Feb. 12 with starting capital of $500,000. Felmer O. Chaney, president, posted $6 million assets at year end.

The Spanish-speaking organized bank is the Pan American National Bank, Union City, N.J., capitalized at $1.5 million, opened July 30 with Jose Muzaurieta as president.

Skyline National Bank, Denver, Colo., opened Dec. 29 under the leadership of a multiracial group. Lewis L. Gaiter, Jr. is president.

A biracially-organized bank, capitalized at $1.2 million, with listed assets at year-end of $3.7 million is the Atlantic National Bank, Norfolk, Va. It opened its doors for business Sept. 8, with Kenneth B. Cox as president.

Banco del Pueblo, Santa Ana, Calif., was organized by a Mexican-American group. President is Anthony Maxwell. The bank, which opened July 1, is capitalized at $1 million, and posted assets of $3.8 million at the end of 1971.

The President's National Minority Bank Deposit Program, under the auspices of OMBE and the Treasury Department, was influential in increasing funds on deposit in minority-owned banks last year.

In fact, between Oct. 1, 1970 and Dec. 31, 1971, this program saw minority-owned bank deposits increase 61 percent, or $242 million.

U.S. Merchant Fleet Transformation Expected By End Of This Decade

LAUNCHING CEREMONY — *Mrs. Frank H. Corner, wife of the New Zealand Ambassador to the United States, flanked by Mrs. Robert J. Lawrence, wife of the New Zealand Consul General of New York, christens* SS Austral Ensign.

"Improvements are already showing in the U.S. merchant fleet, in the 20 months since the enactment of the Merchant Marine Act of 1970, embodying the President's program," Robert J. Blackwell, Acting Assistant Secretary of Commerce for Maritime Affairs told a Pascagoula, Miss. audience at Litton Ship Systems this month.

June launch

Blackwell was the principal speaker at the launching and christening ceremonies for *Austral Ensign*, a 668-foot containership built by Litton Industries for Farrell Lines Inc. of New York.

The Maritime Administration official said that $450 million in subsidized shipbuilding contracts have been let since the approval of the act, and he expressed confidence that by the end of the decade "the American Merchant Marine will have been transformed into one of the most modern and efficient in the world."

As an example, Blackwell cited the progress of Litton Ship Systems. "While I am aware," he said, "that this yard encountered serious start up problems in putting its advanced assembly line production methods into operation, I would point out that problems are often the handmaidens of innovation and progress.

"Litton-Ingalls," he added, "will continue to figure prominently in this Nation's shipbuilding programs in the years and decades ahead."

The *Austral Ensign* is one of four containerships being built by Litton Industries for Farrell Lines. "She and her sisterships—*Austral Envoy, Austral Endurance* and *Austral Entente*—are ideally suited to the trade and commodities that move between U.S. Atlantic and Gulf Coast ports and those of New Zealand and Australia," Blackwell pointed out.

The four ships under construction by Litton at Pascagoula will make up the second flight of Farrell's third replacement group. They will carry cargo and passengers on Farrell's Australia-New Zealand trade route.

Farrell also serves South, East and West Africa.

Although trade between the United States and Australia and New Zealand has shown steady growth in recent years, no substantial portion of this growing trade movement is carried in vessels of American, Australian or New Zealand registry.

Blackwell praised Farrell for its large capital investment in the *Austral*-class ships under construction at the Mississippi Litton yard, a move that will put a U.S.-flag ship fleet into competition in this trade movement.

He said, "Farrell is demonstrating not only its confidence in the future of trade between the United States and Australia and New Zealand, but also its determination to compete more effectively for the cargoes moving between our countries."

The new ship, the second vessel built and launched by Litton Ship Systems, was christened by Mrs.

THE OLD AND THE NEW—*This christening scene this month of the* SS Austral Ensign, *launched at Pascagoula, Miss., by Litton Ship Systems, contrasts with the old with the new as the* Magnolia Blossom, *a replica of a 19th century riverboard sternwheeler, used to transport the official party, nestles against the bow of the new 668-foot modern containership, being built by Farrell Lines, Inc., of New York.*

Frank H. Corner, wife of the New Zealand Ambassador to the U.S.

A replica of a 19th century Mississippi riverboat carried Mrs. Corner out to Litton's unique launch pontoon, at a mid-channel location. From a platform extending from the bow of the Magnolia Blossom, Mrs. Corner broke the traditional bottle of champagne across the bow of the *Austral Ensign*, as the containership reached buoyancy.

The pontoon is a large dry dock used to launch vessels at the $130 million manufacturing facility.

Mrs. Robert J. Lawrence, wife of New Zealand's Consul General at New York, served as Mrs. Corner's matron of honor.

Fred W. O'Green, Litton Ship Systems president and executive vice president of Litton Industries, applauded the workmanship that went into making *Austral Ensign* "a quality vessel."

O'Green said, ". . let me say that I am proud to consider myself a member of the team that made the launching of the *Austral Ensign* here today a fact.

The Litton official cited the long established ties between the company and Farrell Lines and the United States and Australia and New Zealand. He said Litton was committed to delivering quality.

Austral Ensign, the second vessel built and launched by Litton Ship Systems, and her sisterships, are designed to carry 870 standard 8 × 20 foot containers, including 300,000 cubic feet of reefer space for refrigerated cargo.

The ships, with a designed speed of 22 knots are also capable of carrying palletized and bulk liquid cargo, in addition to 12 passengers and a crew of 39 officers and men and two Merchant Marine cadets.

Also present for the launching ceremonies were Charles A. Krauses, Vice President-General Manager of Litton Ship Systems and Tom Smith, President of Farrell Lines, Inc.

—*Maritime Administration*

Management Assistance Programs Add Up To Increased Profits, Jobs

Ninety percent of business failures are attributable to management inadequacies, the President's Task Force on Small Business has concluded.

Profit increases

But, the businessmen who participated in the Small Business Administration's management assistance program reported increases in profits, employment and reinvestment in plant facilities. The aggregate increases they experienced, according to an SBA study, were $26 million more profits, nine percent more employment and $71 million more reinvestment in facilities.

SBA's Office of Management Assistance conducts the program of conferences, problem clinics and individual counseling to improve the management ability of increasing numbers of small business owner-managers each year. The recent study is the first real measure of the impact of management assistance on small business concerns as judged by the businessmen who were trained and counseled by SBA.

In terms of increased profits, the return to participants in the SBA sessions was $9.20 for each dollar of program cost. Furthermore, tax increases paid on increased profits by business owners were estimated to be $3.9 million or $1.60 increased taxes into the Treasury for each $1 of program costs.

Training offered by SBA includes:

► A course of nine or more hours of training, usually in evening sessions, for groups of 25 to 30 small business owner-managers;

► A conference of one or more meetings not exceeding nine hours for 100 or more enrollees;

► A problem clinic, a two to four hour meeting for five to 15 businessmen to discuss a single management problem of common interest.

Management Assistance Officers in SBA field offices serve in an advisory capacity with a co-sponsoring organization and a committee of local business leaders in planning programs to meet local training needs. The Federal agency also assists with program promotion, speakers and educational material for the training program.

Moreover, SBA agreements with national professional and trade associations such as the National Association of Accountants, the American Institute of Industrial Engineers, Sales and Marketing Executives International and the Society for the Advancement of Management make a network of highly skilled management assistance available.

Percent increase

Management courses, conferences, workshops and clinics cosponsored by SBA during 1971 increased 13 percent over 1970. This represents an increase from 2,378 to 2,700. More than 114,000 persons attended these programs in 1971, compared to 93,800 during 1970, representing a participation increase of 21.5 percent.

SBA's pre-business workshops also assist prospective owners in analyzing what is involved in starting and managing a small business. They are a practical "meat and potatoes" approach to the problems which face new businesses during the early period of operation.

One-day sessions are carefully structured to serve prospective owners. The pre-business workshop package contains lectures on nine management subjects, class participation worksheets, a glossary of business terms, two short movies, and a workshop evaluation form.

Other management training is

offered by SBA through movies and television tapes without charge to the small business audience and through publications. The 16 mm sound movies and tapes cover a broad range of subjects and dramatize management situations in authentic business locations.

The publications include free pamphlets distributed by SBA upon request and for sale publications sold at nominal prices (from 15 cents to $1.75) by the Government Printing Office, Washington, D.C.

—Small Business Administration

Nearly 1.5 Million Americans Owe New Jobs To Federal Program

Small businesses received more than $12 billion in Federal loans and contracts last year and, as a result, provided jobs for nearly 1.5 million Americans, the Small Business Administration said in its annual report.

Changes in technology of the whole business world have already started and will become progressively greater in the 1970s, the report stated.

Prime requirements

"They point to an unmistakable fact that the primary requirements for entry and survival in business in the years ahead will be the acquisition of technical and managerial skills," the report added.

Nearly eight million businesses in the United States are considered small by SBA standards. Major SBA accomplishments during 1971, listed in the report, include:

- Aid to Minorities—Business loans to minorities climbed to 8,387 for $231 million in 1971, compared to 6,741 for $176 million in 1970.
- Government Contracts—SBA stimulated the award of more than $11 billion to small businesses, or 28 percent of the total Federal prime contracts and subcontracts.
- Bank Financing—A significant increase in financial aid to small firms was attributed to the banking community which through SBA Guarantee and Participation programs provided 83 percent of all funds small firms received from SBA.
- New Programs — Innovative programs were started to assist small firms in obtaining surety bonds and lines of credit, and to help small businesses comply with environmental, consumer protection and health and safety laws.
- Disaster Loans — SBA approved 96,072 disaster loans totaling $384.5 million, compared to 31,754 totaling $220.5 million in 1970.

—Small Business Administration

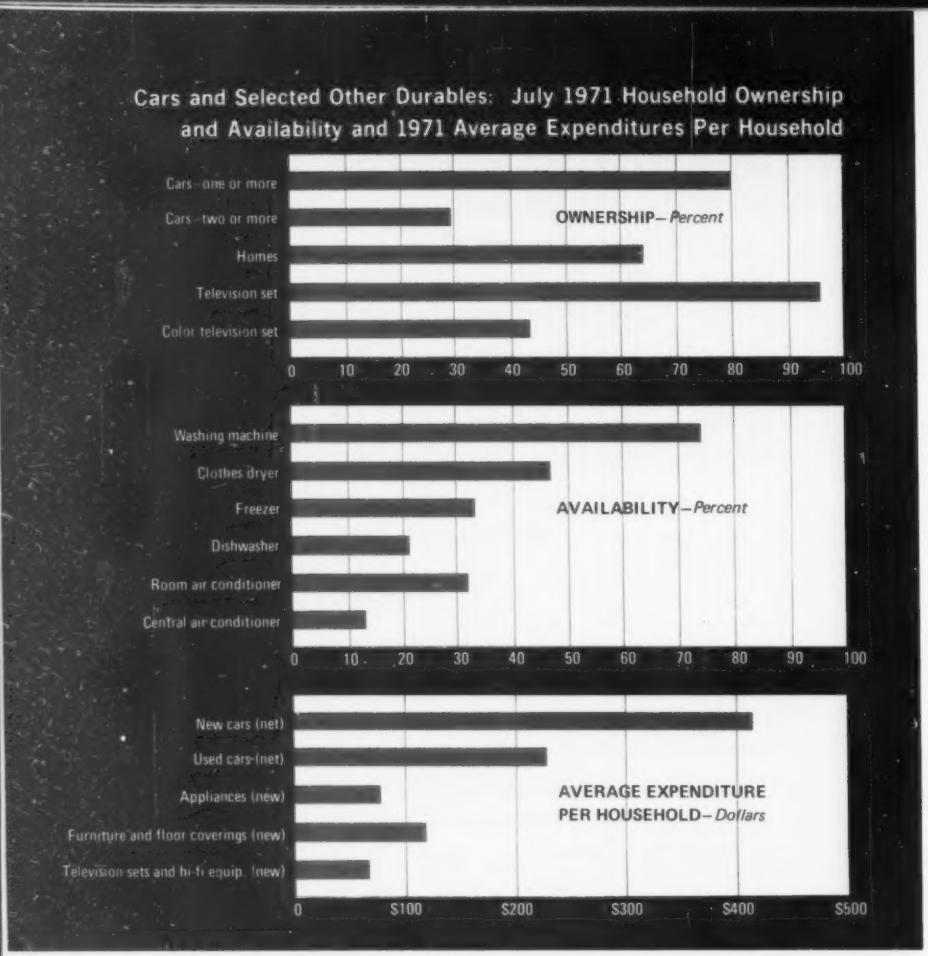
Fast Food Business Outlined In New How-To-Do-It Book

What it takes to succeed in the drive-in fast food business is outlined in a new 65-page book by the Small Business Administration.

"Starting and Managing a Small Drive-In Restaurant" puts it all together for the individual who wants to operate a self-service drive-in or join a franchise chain. The book contains tips on how to locate, finance, build, hire and manage personnel, advertise and keep records. It points out that although $20,000 may launch the business, a more elaborate drive-in could go as high as $500,000.

The new book is available from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, for 35 cents.

MILITARY CONTRACT—*Isiah Johnson (seated), president of Trinity Services, Inc., a black-owned firm in Jacksonville, Fla., signs $1.37 million contract to provide janitorial services for the Army. Shown at the signing at the White House are (from left) Gen. H. E. Goldsworthy, Wiley Messick, Small Business Administration Atlanta Regional Director; Robert Brown, special assistant to the President, and Arthur McZier, Small Business Administration Assistant Administrator for Minority Enterprise. Section 8(a) of the Small Business Act provides for the contracts to minorities.*


Cars and Selected Other Durables: July 1971 Household Ownership and Availability and 1971 Average Expenditures Per Household
Cars–one or more
Cars–two or more
Homes
Television set
Color television set
OWNERSHIP–Percent
0 10 20 30 40 50 60 70 80 90 100
Washing machine
Clothes dryer
Freezer
Dishwasher
Room air conditioner
Central air conditioner
AVAILABILITY–Percent
0 10 20 30 40 50 60 70 80 90 100
New cars (net)
Used cars (net)
Appliances (new)
Furniture and floor coverings (new)
Television sets and hi-fi equip. (new)
AVERAGE EXPENDITURE PER HOUSEHOLD–Dollars
0 $100 $200 $300 $400 $500

Owning Cars, TVs, Washing Machines, Other Goods, Commonplace In U.S.

U.S. citizens are the owners of more cars, more television sets, more washing machines, dryers, food freezers, dishwashers and air conditioners than ever before.

A recent Census Bureau Consumer Buying Indicators report, based on a July 1971 survey, points out a pattern of growth in the ownership of these consumer products, as well as a high percentage of home ownership across the country.

According to the report, 80 percent of all households owned at least one passenger car in July 1971; 29.8 percent owned two or more, and 4.8 percent owned three or more.

Although the rise from 1960 to 1971 in the percentage of households owning at least one car last year is modest (the 1960 figure was 75 percent), a significant jump is noted in the percent owning two or more cars. The nearly 30 percent of households owning at least two cars was up sharply in 1971 from the 1960 figure of 16.4 percent.

Most households owning a pick-up or other light truck also owned a car. Only 1.5 percent of all households reported owning just a light truck. Light truck owners accounted for 14.5 percent of the households in the Nation, with the vast majority also owning one or more cars.

The degree to which ownership of a car is related to a household's characteristics varies. For instance, there was a strong association between income level and car ownership. The percentage of households owning at least one car in July 1971 ranged from 56.1 percent for households with annual incomes of less than $5,000 to 96.6 percent for those with incomes of more than $15,000.

On the other hand, the age of the head of the household, except for the 65 years of age and over group, seemed not to have too much effect upon the likelihood of owning one car. But, the percent owning two or more was considerably less for households with a younger or older head: 31.7 percent for the 30 to 34 years of age group and 28.6 percent for the 55 to 64 years of age group.

When the household head was under 30, the report noted 15 percent owning one or more imported cars, compared to a figure for all households of 8.4 percent.

Households in which the head was white represented 89.1 percent of all households. They owned more than 90 percent of all cars and about 95 percent of all late model and imported cars.

Homeowners were more likely than renters to own one or more cars, two or more cars and late model cars. Households living in suburban rings owned more cars—especially late model and imports—than households in central cities or in nonmetropolitan areas. Households with both the husband and wife present represented 38 percent of those owning two or more cars. Add a daughter over 15 and this figure jumps to 51.9 percent.

Apparently a household without a television set is a rarity today in the United States. The Census study showed that in July 1971, 95.3 percent of the households in the country owned television sets. And more than 43 percent owned a color television set, with more than 25 percent owning both color and black and white.

The percentage of households with a washing machine was 74 percent, and nearly 47 percent had clothes dryers. The percentages of households with a separate food freezer, a dishwasher, one or more

room air conditioners, and central air conditioning were 33.2, 21.3, 31.9 and 13 percents, respectively.

The availability of each of these household durables varied directly with income, but the relationship was, in general, stronger for dishwashers, central air conditioners and clothes dryers. Where household incomes were under $3,000, only 2.3 percent owned dishwashers, 3.8 percent central air conditioners and 15.7 percent clothes dryers. Those with incomes of more than $15,000 accounted for 60.4 percent of the dishwashers, 31.1 percent of the central air conditioners and 79.4 percent of the clothes dryers.

The survey also discovered that nearly 64 percent of all households owned the dwelling unit in which they were living. This rate ranged from about 50 percent for households with an annual income of less than $3,000 to about 85 percent for those with incomes of $15,000 or more. About 66 percent of households whose head was white and about 47 percent of those with a black head owned their own home.

Copies of the report, U.S. Bureau of the Census, *Current Population Reports*, Series P-65, No. 40, are for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 for 50 cents.

—Census Bureau

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Calendar For Businessmen

June 28—Olympia, Wash.—Decommissioning Ceremonies for the Olympia Reserve Fleet. R. J. Blackwell, Acting Assistant Secretary of Commerce for Maritime Affairs, will speak.

July 10—Marquette, Mich.—Federal Procurement Business Opportunity Conference at Student Center, Northern Michigan University. For information, Chris Farrand, Administrative Assistant to U.S. Rep. Philip E. Ruppe, 124 Rayburn Building, Washington, D.C., 20515. Phone: 202-225-4735.

July 14—Sheboygan, Wis.,—Federal Procurement Business Opportunity Conference. For information, Frederic A. Seefeldt, Home Secretary for U.S. Rep. William A. Steiger, 201 Post Office Building, Oshkosh, Wis., 54901. Phone: 414-231-6333.

July 17—Stevens Point, Wis.—Business Development Conference at University Center Building, University of Wisconsin. For information, Bill Vickerstaff, Assistant to Chancellor, 2100 Main St., Stevens Point, Wis. Phone: 715-346-2123.

July 17—Milwaukee — American Society of Civil Engineers Meeting. Armour S. Armstrong, Chief, Maritime's Office of Ports and Intermodal Systems, will speak.

Aug. 2-4—Morgantown, W. Va.—First West Virginia Conference on Coal Mine Electrotechnology. For information, Dr. M. D. Aldridge, Conference Chairman, College of Engineering, West Virginia University, Morgantown, 26506.

Sept. 23-28—Minneapolis, Minn.—American Public Works Association annual convention. For information, R. D. Bugher, executive director, APWA, 1313 E. 60th St., Chicago, 60637.

Study Now Available On County Business

"County Business Patterns," a study of the economic structure of each county in the United States, is being issued by the Census Bureau. The complete annual series of state reports will be available June 30.

Use of reports

Business and governmental agencies use the reports in planning and administration, analyzing market potentials, sales developments, advertising and budgeting.

The series offers first quarter employment and taxable payroll data by detailed industry categories for the private sector of the economy. It includes all private, non-farm business firms reporting to the Social Security Administration under the Federal Insurance Contributions Act (F.I.C.A.)

Three fourths of all employees in the United States are included.

Because the reports are detailed for each county, they are useful to businesses and governmental agencies in planning and administration, analyzing market potentials, sales developments, advertising and budgets.

Reports are being published for each of the 50 states, the District of Columbia, Puerto Rico, Guam, the Virgin Islands of the U.S., and American Samoa.

Single reports cost from 40 cents to $2 with the U.S. summary priced at $2.25 and the entire set at $49.30. The may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or from Commerce field offices in major cities. Information by county and by industry also will be available at cost on punchcards and computer tapes through the Economic Statistics and Surveys Division, Census Bureau, Washington, D.C. 20233.

SCIENCE & TECHNOLOGY REPORT

- Major electric firm favors metric adoption
- Better quality quake data expected
- Less bottom fish noted in coastal dumping area
- U.S. to ask ban on fur seal harvest
- Patents of special interest

Rising Carbon Dioxide Affects Economy

Additions to the carbon dioxide content of the air, such as through the continuous burning of coal, oil, and natural gas, are slowly causing changes that, assuming all other factors are equal, will stimulate greater growth of vegetation of all kinds, thus influencing in some degree the Nation's economic and social life.

The prospective increase in the carbon dioxide content has been calculated in a model developed by Dr. Lester Machta, who heads the Air Resources Laboratories in Commerce's National Oceanic and Atmospheric Administration.

Economic analyses suggest that worldwide fossil fuel consumption may continue to increase about four percent annually until 1980, and three and one-half percent between 1980 and 2000 as nuclear power production becomes more prevalent.

Using these figures, Dr. Machta's model predicts that in the year 2000 the atmospheric carbon dioxide concentration for the earth as a whole will be about 20 percent greater than the 1970 average figure of 322 parts per million. This would mean a jump to 386 parts per million on a world-wide basis.

Model calculation

Included in Dr. Machta's model is a calculation that, for every 10 percent increase in the carbon dioxide content of the air there is a five percent greater growth in half of the forests of the earth. Dr. Machta uses half of the world's forests because the growth that otherwise might occur in the other half, he explains, is inhibited by various factors, such as lack of a sufficient water supply. Not included in his calculations is the reduction in the forests that may occur from causes not related to natural growth, among them cutting or harvesting for human consumption.

The increase in the carbon dioxide content will stimulate greater photosynthesis to some extent and, in addition to causing half the world's forests to grow faster, will induce more rapid growth in other forms of vegetation, such as field crops, flowers, and lawn grass, assuming of course that other factors essential to growth, including an adequate water supply, remain the same.

Dr. Machta explains that no danger to human health is anticipated from the rise in the atmospheric carbon dioxide content, since studies indicate that the content could be far higher, in fact a great many times what it is now, before it would become a serious health factor. Moreover, the carbon dioxide content of the air in many urban areas now is probably

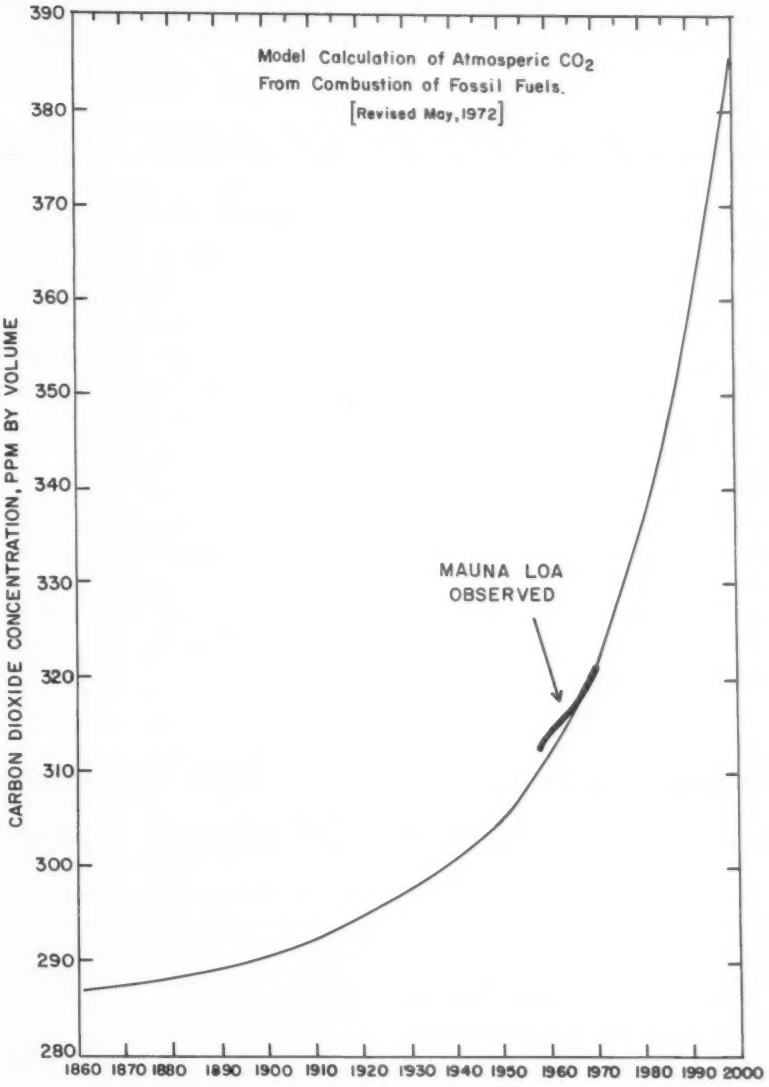
400 to 500 parts per million or more.

The possible increase in the carbon dioxide content from combustion of fossil fuels is limited because the supply of such fuels, and their economical use, appear to be limited. As nuclear power becomes a greater energy source, the rate of growth in the burning of fossil fuels is expected to decline.

Thus there is no expectation among scientists that the increase in the carbon dioxide content of the air will become a human health factor at any foreseeable future time, considering the factors now at work. Pure air at the present time consists of about 78 percent nitrogen, 21 percent oxygen, and one percent other ingredients, such as carbon dioxide, argon, and water vapor. Naturally, the discussion of the carbon dioxide content relates to this factor alone, and does not take into account the various sources of air pollution that occur now or may develop hereafter.

Aside from stimulating plant growth, increasing carbon dioxide in the air should raise the temperature of the lower atmosphere because it permits solar energy to pass essentially unchanged into the lower air levels and at the same time traps the earth's radiation, creating what is called a greenhouse effect.

However, since the mid-1940s ground level air of the Northern Hemisphere has cooled. Therefore, it is clear, Dr. Machta explains, that carbon dioxide is only one of the factors that determine the temperature of the lower atmosphere. What the factors are that offset the warming influence of increasing carbon dioxide is not well understood. Speculation as to the causes centers around a rising dust volume, brought about both by action of man and nature, and greater cloudiness, among other things. There has been an increase in volcanic activity since the early 1960s, scientists point out.



CARBON DIOXIDE INCREASE—*This graph shows dramatically the growth in the carbon dioxide content in the air since 1860 and the projected rise between now and year 2000. Mauna Loa relates to increased volcanic activity in the early 1960s.*

Dr. Machta's model, which takes into account the carbon dioxide exchange involving the atmosphere, the oceans, and plant and animal life provides an improved tool for scientific study of man's inadvertent modification of the earth's climate.

The model uses well-known physical processes to calculate the rate of exchange of matter between the upper atmosphere and the lower atmosphere, and between the ocean depths and the sea's upper or mixing layer. It also incorporates estimates by ecologists of the amount of carbon taken from the air or the ocean in one year by growing matter, and of the length of time that carbon is tied up in the biosphere, or generally the world of living things. In the long-term biosphere, including trees, for example, carbon is assumed to return to the air after 40 years on the average, when the

wood decays. In the short-term biosphere, such as leaves, carbon reenters the atmosphere after two years.

The rate of exchange between the lower atmosphere and the upper ocean layer was derived from radioactive carbon-14 atoms produced by bomb testing. Dr. Machta found that the carbon-14 atoms had a mean residence of five years in the atmosphere before entering the oceans.

Fossil fuel combustion

The model, combined with past estimates and future predictions of fossil fuel consumption, makes it possible to calculate past and future carbon dioxide concentrations. The model shows that in the latter half of the Nineteenth Century the carbon dioxide content of the air was about 10 percent less than in 1970.

"Between 1958 and 1968," Dr. Machta says, "the average annual increase in the atmosphere's carbon dioxide content was about six-tenths parts per million, or one-quarter of one percent per year. During the same period, if all the carbon dioxide produced by the combustion of fossil fuels had remained airborne and had mixed throughout the atmosphere the annual increase would have been 1.4 parts per million, or about twice the observed increase. Thus, only about half of the carbon dioxide produced by the burning of coal, oil, and gas has remained airborne. Presumably, the other half has entered the oceans or the biosphere."

A carbon dioxide monitoring program, operated jointly by NOAA and the Scripps Institution of Oceanography, will document the global buildup of carbon dioxide. *—NOAA*

Major Electric Firm Advises Senate It Favors Adoption Of Metric System

With five different bills awaiting Congressional action, the General Electric Company has filed for the record a statement favoring adoption of the metric system with the chairman of the Subcommittee on Foreign Trade and Tourism of the Senate Commerce Committee, Sen. Daniel K. Inouye.

Earlier this year that subcommittee held the only hearings scheduled thus far on metric legislation. House hearings are expected later this year.

The General Electric statement, by James F. Young, Vice President-Technical Resources, opposes establishment of a fixed timetable for adopting the metric system since such a course "would force untimely obsolescence and premature change in all the designs and tools of commerce. This would be an unjustified burden on social costs, compared with other priorities now facing our society," says the detailed company statement.

Proposed legislation sent the Congress by Commerce Secretary Peter G. Peterson in March would enable the nation to become predominantly metric within the next 10 years. This was a recommendation of the comprehensive study published last summer and submitted to the President by then Commerce Secretary Maurice H. Stans.

Further concern

The General Electric statement points out that there is further concern that "a forced, rather than an economically-timed conversion, would add to our balance of payments burden and job dislocations, unless protective measures now unpopular internationally were taken for some period of time."

Also noted was the fact that antitrust problems might arise from attempts to establish conversion plans in any specific sector of industry or trade. The suggestion is made for the development of suitable legislative procedures to alleviate this possible problem.

As to time of conversion, the company said: "By the very nature of their various activities, not all areas of business, commerce and industry can convert in similar time periods, nor is it necessarily feasible for all to begin at the same time or for all to complete conversion at the same date. Any legislation should be opposed that would establish a point in time after which the metric system would be the only official system in the U.S."

Studies cited

Regarding the effect on U.S. exports, General Electric cites studies indicating there would be no significant increase as a result of conversion.

"But if it were to increase by the $600 million figure mentioned during recent Senate hearings, this is an insignificant return on the estimated $60 billion cost involved with a 10-year changeover mandate.

"There should be great concern that during the time any measurement-sensitive industry is converting, and thereby incurring changeover and/or duplication costs, its markets will be wide open to imports from foreign manufacturers already producing a metric product. Such an occurrence will cause drastic changes in the domestic economy with particular dislocation or depression of related American labor and industry."

To help equalize costs between domestic and foreign manufacturers during the conversion period, General Electric says that Congress may want to consider temporary tariffs as a transitional device. "If used, such tariffs should be only for a limited period of time in any one industry, and should be structured to encourage manufactures in that industry to convert during that time. This might

necessitate some procedure whereby an industry, in conjunction with its users and with government representatives, would develop a timetable for conversion. Following agreement on this timetable, the industry would then request Congress for a limited time period tariff for that industry, in which period the changeover for that industry would be accomplished.

"It could be argued that foreign nations will view this tariff as a new trade barrier," says the company. "On the contrary, when the conversion is accomplished, a present trade barrier (the different trade measurement system) will be removed, which is to the potential future benefit of all nations. To add a temporary tariff to keep costs equal for all sides during conversion could represent an acceptable price for others to pay to eliminate the present barrier."

General Electric suggests that an independent board composed of representative members from government, labor, science, consumer groups and industry be authorized to develop a conversion plan. Members would be appointed by the President. Although the Board would have no mandatory or compulsory power, it should be authorized to develop a conversion plan through use of recommendations from supplier-user groups who have openly worked out timing and other details that are economically feasible.

Board makeup

Commerce's proposed legislation calls for a National Metric Conversion Board including four members of the Congress selected by the Speaker of the House and the President of the Senate. One of the Board's initial functions would be to develop and submit to the Secretary of Commerce a comprehensive plan to accomplish the changeover to the metric system within 12 months after funds have been appropriated to carry out the legislation's provisions.

While there is no question that conversion will be very expensive to the economy, General Electric said that separate subsidies would add little if any incentive to accept conversion or to find low-cost routes to its accomplishment.

Better Quality Quake Data Expected From New Instrument Installations

In a mine 1,800 feet below Ogdensburg, N.J., one of the first installations has been made of sophisticated seismographic instruments which together with 10 other new locations around the world will provide scientists better quality and scope of earthquake data.

Developed by the Lamont-Doherty Geological Observatory of Columbia University, these instruments, known as ultra-long-period, high-gain systems, are especially sensitive to earthquakes between magnitudes 4 and 5 on the Richter scale. They will be capable of several hundred thousand times magnification of weak signals from small, distant tremors. Signals are recorded in both analog and computer-ready form, using both photographic paper and magnetic tape.

Installations have also been made in Fairbanks, Alaska; Chiang Mai, Thailand; Charter Towers, Australia; Toledo, Spain; and Eliat, Israel.

The high sensitivity of the ultra-long-period seismometers requires stringent methods to isolate them from environmental influences. Each of three instruments in each vault is sealed in metal hemispheres to prevent small changes in atmospheric pressure from being picked up as seismic events. Each vault is also airtight, with an airlock and ship-type metal doors.

The ultra-long-period stations supplement the Worldwide Standard Seismograph Network, a 115-station system installed over the last decade (the last in 1971) around the globe and maintained by the Earth Sciences Laboratories of Commerce's National Oceanic and Atmospheric Administration. Each worldwide seismic station consists of continuously recording short-period and long-period arrays of three component seismometers recording on photosensitive paper.

NOAA has installed a system of its own at the Earth Sciences Laboratories' Albuquerque Seismological Center, which is installing four more stations at Kongsberg, Norway; Honolulu, Hawaii; Matsushiro, Japan; and La Paz, Bolivia.

Cooperating agencies

The new installations will be operated by cooperating scientific agencies in foreign areas, and by cooperating agencies and institutions in the U.S. Data from the stations will be airmailed to NOAA's Environmental Data Service, Asheville, N.C., for reproduction as 70-millimeter film copies. These are made available to scientists worldwide at a nominal fee.

Installation of these new instrument systems promises to have a profound influence on understanding several seismological phenomena:

- The high magnifications of the instruments will provide previously unattainable details of global earthquake activity in the moderate-to-small magnitude range, and should help expand understanding of world seismicity patterns.
- Ultra-long-period data will permit surface-wave magnitude determinations of small, distant tremors, and should lead to important refinements in the entire magnitude-estimated process. At present most estimates of Richter magnitudes are obtained by meas-

uring recorded amplitudes of seismic body waves—waves which travel through the "body" of the earth and arrive first at the seismograph. Surface-wave magnitudes —determined from the recorded amplitudes of slower seismic waves which travel through the planet's shallow surface layers—are now reliable only for large, comparatively shallow earthquakes.

• Because the new instruments will provide significant data for the seismic energy spectrum associated with surface waves, their data will be very useful in analyzing the nature of the energy release phenomena occurring in the focal region of earthquakes. This means that seismologists will be able to infer earthquake source mechanisms, rate and length of rupture, and other data available only from surface-wave data for small earthquakes at teleseismic distances.

—NOAA

Man-Made Fiber Producers Back Flammability Research

Dr. Howard W. Swank, Board Chairman of Man-Made Fiber Producers Association, and Vice President and General Manager, Textile Fibers Department, of E. I. du Pont de Nemours & Co., Inc., has commended Commerce Secretary Peter G. Peterson for his "strong stand" in support of an expanded flammability research program (*see Commerce Today, June 12, P. 29*).

He said Secretary Peterson's support of an expanded research program for the National Bureau of Standards which includes $450,000 for flammability research and approved by the Senate Appropriation Committee "is most encouraging and should provide basic information needed to give this program proper direction."

Commenting on the Secretary's proposal for extending the standards to include children's sleepwear in sizes 7 to 14, Dr. Swank said "our industry welcomes the opportunity of working closely with the Department of Commerce in developing practical and reasonable standards, based on need."

The man-made fiber industry also expressed support of the mattress flammability standard which Secretary Peterson has announced.

Less Bottom Fish Noted In Coastal Dumping Areas

Tons of dredging spoils and sewage sludge combined with oxygen reduction and poisoning by heavy metals associated with waste materials are causing reduction of fish species on the bottom of the New York Bight which could seriously affect the fishing industry of the east coast.

This is the result of a two-year study of the Bight, a section of the Continental Shelf stretching in an arc from the eastern tip of Long Island to Atlantic City, N.J. Marine scientists based at the National Marine Fisheries Service Middle Atlantic Coastal Fisheries Center at Sandy Hook, N.J., report that bottom-dwelling marine life such as clams, crustaceans, and worms important in the diet of flounder, cod, and sea bass, all of value to commercial and sport fishermen, are affected.

Sandy Hook is one of a network of fisheries laboratories under the jurisdiction of Commerce's National Oceanic and Atmospheric Administration.

Waste effects

Research conducted by the NOAA scientists included field and laboratory investigations of the effects of ocean waste disposal on bottom-dwelling organisms, zooplankton, and fishes; estimates of quantities of coliform bacteria (usually associated with fecal matter) present in the region; distribution of heavy metals such as chromium, copper, lead, nickel, and zinc; and water-mass movements in the New York Bight.

A summary report of the investigation states that while few obvious short-term harmful effects were observed among free-floating or swimming marine species, bottom-dwelling populations—including large crustaceans such as crabs and lobsters, large numbers of which were found to be diseased—clearly were in jeopardy. Coliform bacteria counts were high in certain parts of the waste disposal grounds. A pattern of distribution of such micro-organisms, as well as the presence of heavy metals in the upper portion of the Hudson Canyon, suggested movement of the waste in a downslope direction along the axis of the canyon.

Suspended sediment

Water movement tracings suggested movement of water and suspended sediment—under certain weather conditions—toward Long Island and Lower New York Bay. Also documented was movement of surface and near-surface waters from Lower Bay to southern Long Island. Relative proportions of these water bodies flowing toward Long Island were not determined.

Evidence of adverse effects of deep-water waste disposal is still too indefinite to justify moving the dumping site to waters beyond the edge of the Continental Shelf, according to the report. That advice was based on the present lack of ecological baseline data concerning deep oceanic waters, the long history of disposal activities, and the uncertainty concerning specific long-term patterns related to the ecology. The report stressed the need for more studies of long duration and greater scope, to assess and quantify the long-term effects of waste disposal on the marine environment of the New York Bight, including consideration of alternative dumping sites on the Continental Shelf.

—NOAA

U.S. To Ask Test Ban On Fur Seal Harvest At Island Breeding Area

The International North Pacific Fur Seal Commission will be asked by the United States to agree to an experimental ban on fur seal harvesting on St. George Island, one of two main Pribilof Islands in the Bering Sea that are breeding grounds for the famed northern fur seal.

In announcing the proposed ban, Secretary of Commerce Peter G. Peterson explained that it would be a key element in a major research effort by Commerce's National Oceanic and Atmospheric Administration (NOAA) to identify the principal factors governing the seal population level.

Agreement of the Commission is required to establish the ban and the research control area. Details of the proposed NOAA research program, Secretary Peterson said, will be given to the Commission this year in ample time for complete discussion and action at its next scheduled meeting in March, 1973. He added that it may wish to call a special meeting earlier to consider the proposal.

U.S. manages herds

No change will be required in the Interim Convention on Conservation of the North Pacific Fur Seal Treaty, whose signatories are the U.S., the USSR, Canada, and Japan. Under the terms of the convention, the U.S. manages the seal herds on St. George and St. Paul, the two main islands in the Pribilof group, and the Soviet Union manages those on Robben and Commander Islands. Canada and Japan each receive 15 percent of the harvests from the U.S.-managed and Russian-managed operations.

"There is a great danger," Secretary Peterson said, "in making decisions in an area such as this one, where both ecological and economic considerations are involved. The danger is that we will know much too little about the total or systems effects of various alternatives, and will react emotionally on half truths, and thereby have unnecessarily large and often unintended ecological or economic effects.

"One way out of this dilemma is to set up research experiments that help us assess both ecological and economic effects so that our final decisions will be more rational and more balanced. This experiment is in the spirit of encouraging that kind of approach to the new ecological-economic decisions that we will be increasingly required to make.

Economic effects

"There will be, of course, some economic effects and in particular some employment effects on St. George Island. To keep any such effects to a minimum, I have instructed NOAA to take immediate and comprehensive steps to find other employment for any St. George residents affected by the decision. Thus, I believe we will achieve an appropriate balance between minimizing any economic dislocations while at the same time maximizing our understanding of the ecological implications, so that we will be able to make better, more balanced, long-term decisions."

Comparison of changes in the seal population of the harvested and unharvested rookeries should give a much better picture of the extent to which the seal population is affected by various factors, such as harvesting, the Bering Sea ecosystem, commercial fishing and possible marine contaminants. The experiment should also provide data as to whether seal harvesting has any important impact on the level of fish stocks available for commercial fishing.

The fur seal is a polygamous breeder. With one male to a harem of many females, about 7,000 harem bulls counted on the rookeries in 1969-70 sired 300,000 pups born in those years. Each year, 40,000 to 50,000 seals are harvested for their furs.

—Office of the Secretary

Climate Probe Checks Water Vapor From Jets

Whether or not water vapor pumped into the stratosphere by the engines of supersonic transports and other high-flying aircraft affects climate is the subject of a 16-month research project in which Commerce's National Oceanic and Oceanographic Administration is cooperating with NASA and the Department of Transportation.

The project consists of a series of flights northward to the subpolar regions, southward to the tropics, and east-west across the continental U.S. at altitudes ranging from 40,000 to 68,000 feet.

Purpose of the project is to establish the present season-by-season water vapor balance of the stratosphere and to determine how much water vapor is injected into the stratosphere by natural processes—such as thunderstorms, tropical upwelling, and jet streams —where it goes, and how long it stays there.

Dr. Peter Kuhn of NOAA's Atmospheric Physics and Chemistry Laboratory, Boulder, Colorado, is responsible for the scientific portion of the project.

Water vapor is considered one of the major potential problems involving supersonic aircraft which are designed to cruise at about 60,000 to 65,000 feet, well into the stratosphere. The stratosphere is the relatively rarefied and quiet region of the atmosphere that may start at altitudes from about 24,000 feet in the polar regions to about 50,000 feet in the tropics and extend up to 60 miles or so. *—NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Smoke cleaning apparatus. A smoke cleaning apparatus has been provided for effecting the cleaning of the smoke particles from the smoke and the absorption of the gases by water spray or pressure injected devices. The apparatus is formed of top and bottom parts, a mesh basket supported on the bottom part and filter supporting ring disposed in the mesh basket and having vertically spaced inwardly extending flanges and a filtering mass unit having a tapered side surface fitting and conforming generally to the edges of the inwardly extending flanges of the ring to provide annular spaces about the filtering mass communicating with the tapered side face of the filtering mass to allow for entry and re-entry of the smoke into the filtering mass to provide for maximum use of the filtering material. A suction fan is provided in the bottom part for effecting generally the suction of the smoke through the filtering mass and in the outward conduit from the suction fan the water spray, or the water-injected cylinder device is connected. Patent No. 3,665,681 issued to Andrew H. Vitenko, 600 West 146th St., Apt. 43, New York, N.Y.

Rotary air filter cleaning apparatus. A vacuum cleaning apparatus for a rotary drum filter in which a drive screw for moving the suction nozzle axially of the rotary drum is supported by two movable bearings in addition to end bearings. The movable bearings are positioned on guide members which extend parallel to the drive screw to support the drive screw against sagging at locations between the suction nozzle and the end bearings. The movable bearings are spaced by rigid connecting rods. As one movable bearing is pushed along the guide member by the advancing suction nozzle, the rods pull the other movable bearing along to support the drive screw. Patent No. 3,667,195 issued to Frederick Ernest Angilly, Jr. and others of Cranston, R.I. and assigned to Grinnell Corp., Providence.

Patents numbering 2,709,808 to 2,712,130 expire during June, 1972. Upon the expiration of the 17-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Automatic vacuum spark advance controller. A method of and apparatus for operation of an automotive vehicle internal combustion engine to reduce exhaust emissions by disabling the engine vacuum spark advance control in response to and over a range of engine vacuum levels existing at or corresponding to medium to light vehicle acceleration loads up to a predetermined vehicle speed and restoring or enabling the normal vacuum spark advance control of the distributor when the vehicle is operated in any mode above the set speed or during deceleration, steady speed or road load driving conditions below the set speed. Patent No. 3,665,904 issued to Richard E. Goodwillie, Detroit, Mich., and assigned to Chrysler Corp.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, GPO, Washington, D.C. 20402.

Science Calendar

June 26-29—Boulder, Colo.—National Bureau of Standards. Precision Electromagnetic Measurements. Sponsored by IEEE and URSI.

July 10-14—Washington, D.C.—Shoreham Hotel. 57th National Conference on Weights and Measures. Theme: Weights and Measures—The Consumer's Affair.

July 17-21—Milwaukee, Wis.—American Society of Civil Engineers Transportation Engineering Conference. Sheraton-Schroeder Hotel. Conference theme is "Policy Issues In Transportation."

August 9-12—Kailua-Kona, Hawaii—International Symposium on Billfish. Sponsored by National Marine Fisheries Service.

Sept. 20-22—Gaithersburg, Md.—National Bureau of Standards. IEEE-TAP Environmental Conference.

Oct. 2-6—Gaithersburg, Md.—National Bureau of Standards. Third International Congress on Marine Corrosion & Fouling. Sponsored by the Permanent International Commission for Research on Preservation of Materials in the Marine Environment in cooperation with NBS, Maritime Administration, Office of Naval Research, and Naval Oceanographic Office.

Oct. 17-18—Gaithersburg, Md.—National Bureau of Standards. Association for Computing Machinery, Special Interest Group on Computer Systems Installation Management.

Oct. 30-Nov. 1—Gaithersburg, Md.—National Bureau of Standards. "Dimensional Accuracy in Manufacturing."

INTERNATIONAL COMMERCE REPORT

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- Three trade mission reports
- U.S. Commercial Officers' views on E. Europe trade
- Washington official trade briefs
- Campus help for U.S. exporters
- Optimism in French economic picture

U.S. Attends China Fair: A New Experience

U.S. businessmen were among an estimated 12,000 commercial visitors from more than 90 countries at the 1972 Spring Canton Fair.

In accordance with a pledge made during President Nixon's visit to China, to facilitate the progressive development of mutually beneficial trade with the United States, China invited 40-45 American businessmen to the semi-annual Chinese Export Commodities (Canton) Fair for the first time since its inception in 1957.

The majority of U.S. firms represented were small import-export enterprises whose commercial interests correlated closely with traditional Chinese exports. Many of these firms also represented other U.S. firms interested in trade with China. Also included among the U.S. invitees were representatives of the Chicago, Hawaii, Minneapolis-St. Paul and San Francisco Chambers of Commerce and four representatives of the news media.

The Chinese reportedly made every effort to make the stay of U.S. businessmen as pleasant and profitable as possible given the nascent stage of overall relations and the lack of U.S. experience in the China market. Virtually all Americans were housed in Canton's best hotel and assigned interpreter-guides who considerably eased, by their skillfulness, the intricacies of doing business at the Canton Fair. This was especially true in regard to obtaining appointments with appropriate foreign trade officials.

Americans were surprised at the high quality and prices of many Chinese goods and the attractiveness with which they were displayed. Negotiating purchases of these goods was a decidedly new experience.

Virtually all negotiations were preceded by discussions of friendship between China and the United States. Although reference to political differences was avoided or minimized, the Chinese repeatedly stated a desire for improved relations with the United States and said that trade is of secondary importance.

Usually the Chinese negotiating team was comprised of four to

The information in this article was developed by George Driscoll, China Desk Officer of the Bureau of International Commerce, from interviews in New York and Washington with 20 American businessmen who attended the Canton Fair. Further information on the fair or on other aspects of doing business with the People's Republic of China may be obtained from him at BIC-898, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-967-5331.

AT THE CANTON FAIR GROUNDS—*These are among the buildings used by the Chinese Export Commodities Fair, held each spring and fall since 1957.*

eight trading experts and all discussion was through an interpreter. Prices were quoted c.i.f. and c.&f. in Renminbi ($1:RMB 2.2673) to any U.S. port. It appears that the prices quoted differed between countries and that goods for which there was an excess demand were sold on a quota basis.

The Chinese economy is not export-oriented and requests to speed up delivery time or to modify products to better suit the American market were in most cases politely but firmly refused. In view of this, many businessmen expressed concern regarding whether Chinese goods would meet U.S. Customs regulations, such as labeling and Food and Drug requirements.

American firms purchased an estimated $6 million worth of Chinese goods during the Fair, including metals and minerals, agricultural raw materials (such as silk, hog bristles and feathers), light manufactures (such as sporting goods, textiles and rugs) and chemicals. There were no reported sales by U.S. firms.

Contracts with American firms vary in length and complexity but in general are simple and similar to standard U.S. sales contracts. Payment was requested by letter of credit through the medium of seven Western (non-U.S.) banks that have subsidiaries or correspondent relations with U.S. banks. All goods reportedly are to be delivered in third-country ships.

Summing up

Summarizing their experiences at Canton, U.S. businessmen repeatedly referred to the following as the essential points they wish to relay to the American business community at large:

► China is keenly interested in direct trade with the United States. The potential, though slow to develop, may be considerably greater than is commonly thought. Increased trade must be preceded, however, by improved relations, ultimately leading to the establishment of diplomatic relations;

► China considers the absence of Most-Favored-Nation (MFN) tariff treatment economically discriminatory and a political affront. Its continued absence will significantly retard the development of trade with the United States;

► China is not interested in medium or long-term credits at this time;

► There will be no direct relations with U.S. banks until Chinese assets, blocked in U.S. banking accounts, are freed;

► The Chinese are interested only in the latest and best high-technology items;

► The Chinese highly value personal contact and gradually build relations. Therefore, having a sensitivity and appreciation for the way they do business and being well prepared are essential to successfully trading with the Chinese;

► The Chinese appear principally concerned with the following product areas: agricultural machinery, complete plants (especially for producing chemicals), machinery and equipment for the steel, mining, transport, construction and petroleum industries, and industrial raw materials.

General trade picture

In 1970 China imported some $1.4 billion in goods from 21 industralized countries. Food, mostly wheat, made up 24 percent of this total, chemicals and fertilizer, 19 percent, iron and steel 25 percent, nonferrous metals, 10 percent; and machines and transportation equipment, 18 percent. Japan accounted for the largest share of this trade with 41 percent. Germany had 12 percent, Australia, 9 percent and the United Kingdom, 8 percent.

Given the present direction of economic development and China's likely future priorities, the pattern of imports will probably remain fairly stable.

As trade expands, China's purchase of machinery and equipment will probably increase as a percentage of total imports.

China's exports to industrialized Western countries comprise mainly agricultural, mineral and textile products. In 1970, for example, crude materials, such as seeds, nuts and textile fibers accounted for 43 percent of China's exports to the industrialized West. Basic manufactures, mostly textile yarns and fabrics, accounted for another 20 percent and food products for 18 percent.

MIDWEST WINNER—*At presentation to Brandtjen and Kluge of Minneapolis are (from left) William F. Ogden, Sr., chairman, Upper Midwest Regional Export Expansion Council; Homer Williams of the firm. Gilbert Hill of Minnesota World Trade Assn., Glenn Matson, Minneapolis Field Office.*

IN SHEBOYGAN FALLS—*Gene Kiela (left), general manager of Curt Joa Co., and Mrs. Kiela, daughter of Curt Joa and a director of the firm, accepted "E" Star banner from U.S. Rep. William A. Steiger, (second from right) and David Howe (right), director, of Commerce's Milwaukee Field Office.*

Bank, Food Processor, Machine Makers Win Export Awards

A commercial bank, a dehydrated food processor and two machine manufacturers are among recent winners of the Presidential citation for achievements in exporting.

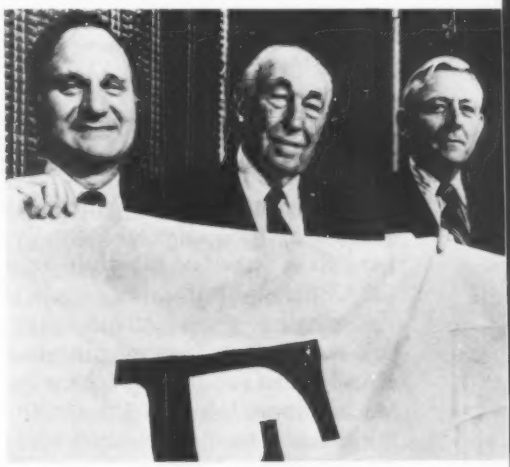
The new "E" and "E" Star flags fly over firms from Omaha through the Upper Midwest to Albany, N.Y.

Curt G. Joa, Inc., a manufacturer and installer of plant equipment for production of sanitary paper products, won an "E" Star. To maintain leadership against foreign competitors, the Sheboygan Falls, Wis., firm placed greater emphasis on continuing technical improvements and rapid service to customers. It increased its markets to 20 foreign countries.

An "E" Star was given Brandtjen and Kluge, Inc., of St. Paul, Minn., for its exporting of automatic platen presses and related machinery. Techniques to expand exports include product information in German, French, and Spanish and appointment of a full time multi-lingual representative, the Director of European Operations.

National Commercial Bank and Trust Co. of Albany, N.Y., was honored for export promotion activities of its international division. The bank received an "E" award for its promotion of the Port of Albany, fostering of a local world trade club, and sponsorship of trade seminars.

An "E" award was presented Henningsen Foods, Inc., at its Omaha, Neb., plant. The manufacturer of dehydrated food products and egg breaking machines, has its headquarters in White Plains, N.Y., but the award ceremony was held in Nebraska where the firm has three major plants.



FOOD WINNER — *George H. Payne (left), of Commerce's Kansas City Field Office, with Victor Henningsen, Sr. and Jr., of Henningsen Foods, Inc.*

BANK IN ALBANY—*National Commercial Bank and Trust Co. officials accepting "E" award are (from left), Hamilton D. South, the bank's vice president for area development, Donald E. Craig, vice president and general manager, General Electric Co., Schenectady, N. Y.; Lester W. Herzog, Jr., bank president; Arthur C. Rutzen, director, Commerce's New York Field Office; Frank Wells McCabe, bank chairman.*

IN EASTERN EUROPE—*Officials of the USSR's Committee of Science and Technology (photo at left) confer with "Texas Ten." Photo at right, mission in Romania prepares to depart for Ploesti oil drilling, refining, manufacturing complex.*

Mission To USSR, Romania Observes Texas-Size Interest In Oil Equipment

A Texas-size interest in U.S. oil field and petrochemical equipment greeted a trade mission from the Lone Star State last month in both the USSR and Romania.

Reporting from Austin early this month that "one member has already been recalled to Moscow by Machinoimport to put the 'finishing touches' on a $16 million project," Mission Director James H. Havey exclaimed: "Now if that ain't tradin' Texas style, what is!" Havey heads the International Trade Division of the State's Industrial Commission, which organized the mission with U.S. Department of Commerce assistance.

See big market

The "Texas Ten," as the members dubbed themselves, see a multi-million dollar market for their products developing from their 14-day visit in the two countries. In the Soviet Union, they had to revamp their schedules to include Saturday work, in order to accommodate requests from the Russian industrialists for extra appointments and conferences. At a reception at Moscow's National Hotel, so many officials asked to be added to those originally invited, that attendance was recorded at "125 percent."

The USSR Chamber of Commerce conducted a business-practices orientation for the mission. Later, group meetings were held with officials of various Government organizations, including the Ministry of Gas Industry, Ministry of Oil, and the State Committee of the USSR Council of Ministers for Science and Technology.

Visit Romanian oil field

Highlight of the visit to Romania was a special invitation to the Ploesti oil field, where the mission members were given a detailed and comprehensive tour of the refinery and industrial plants.

The Texas Ten manned the U.S. Trade Development Center display booth at the Bucharest International Trade Fair, an exhibition of industrial equipment related to petroleum, chemicals, plastics, and rubber. Business appointments in Bucharest followed much the same pattern as in Moscow.

Companies represented on the mission were Gearhart-Owen Industries, Fort Worth; Varel Manufacturers, Dallas; Halliburton Services, Duncan, Okla.; and from Houston, the Oil & Gas Manufacturing Co., Johnston Division of Schlumberger, Rucker Shaffer, Daniel Industries, Bowen Tools, and W-K-M Valve Division of ACF Industries.

Denver-Based Unit Explores Markets In Eastern Europe

A variety of business arrangements—joint ventures, licensing, leasing, barter, consignment shipments—are anticipated by members of a Western States trade mission as they follow through on contacts made this spring in Poland, Romania, and Yugoslavia.

The Federation of Rocky Mountain States, reporting on its first mission to Eastern Europe, says that most of the group expect to go back to the area within a year and want to extend the itinerary to Hungary and the USSR.

Mission Director Osmond A. Jackson, a marketing-development consultant, called on bankers in Warsaw, Bucharest, Belgrade, and Zagreb, presenting letters of introduction from a Chicago bank.

Jackson said he learned that "bankers in Western Europe and in Japan extend liberal lines of credit to the bankers in the East European countries. In addition,

bankers in the United Kingdom, Germany, and Japan finance consignment shipments to these countries and extend medium to long-term financing for their exporters, up to ten years or more in certain instances."

In its marketing approach, Jackson explained, the mission reflected a "two-way street" attitude. "To this end, we took with us from interested U.S. importers a list of items for which they sought sources of supply."

Summing up the participants' opinions, he concluded, "Good business should result for our region."

Firms comprising the mission, and their product lines, were Beehive Manufacturing Co., Salt Lake City, deboning equipment; Crisafulli Pump Co., Glendive, Mont., submersible pumps, oil-skimming equipment; Dorsey-McComb Co., Denver, corn-puff equipment; Hampden Industries, Steamboat Springs, Colo., stainless steel tubing; Oppel, Inc., Boise, harvesting equipment, irrigation systems; Radford & Associates, Denver, computer systems; and Sevetrad International, Estes Park, Colo., combination export manager for soil testing equipment. Beehive participated in the U.S. Exhibition at the Zagreb Spring Fair.

REGIONAL MEETING—*After their arrival in Melbourne, the American Airlines mission members were briefed by Victorian Province officials on market prospects.*

Firms See Prospects In Australia For Sales Of Specialized Equipment

Australia offers a favorable market for high-technology equipment, especially of types not now being manufactured there. Also, it is a good base for current or anticipated business operations by U.S. firms in the broader South Pacific area.

So concluded 11 U.S. executives of firms supplying instrumentation, industrial process control equipment, and environmental control equipment. American Airlines took the group on a flight to inaugurate twice-weekly service to Melbourne from Honolulu. The Commerce Department was a co-sponsor of the mission, which also visited Sydney.

From 120 visits arranged by U.S. Consular officials, some 60 good sales leads developed. About $275,000 worth of goods were sold and five new agents appointed.

Excerpts from participants' comments:

Nontas Kontes, Kontes Glass Co., Vineland, N.J.; "The mission presented an excellent opportunity for our company to make contacts and evaluate the area for future plans. . . . The visit will have long-range benefits."

R. T. Carrara, Dynisco Division, Microdot Inc., Westwood, Mass.: "Discovered that pricing of equipment was extremely important. Expect that changes in pricing will begin to move sales."

Gerald L. Yager, Automation Techniques Inc., Washington, Pa.: "From our company's point of view, the area is relatively virgin territory for our type of systems. Computerized industrial process

AMBASSADOR SPEAKS—*During Western States' mission visit in Zagreb, U.S. Amb. Malcolm Toon addresses session hosted by Croatian Chamber of Economy.*

control appears to be both needed and desired."

Other companies represented on the mission were: Bel-Art Products, Pequannock, N.J.; Data Associates, Dallas, Tex.; James G. Biddle, Plymouth Meeting, Pa.; Monitrol Mfg., Tyler, Tex.; Orion Research, Cambridge, Mass.; Remco, Fort Worth, Tex.; Signet Controls, Tulsa, Okla.; Bacharach Instruments, Pittsburgh, Pa.

Jack O. Padrick, who heads the Commerce Department's Office of Business Services, was the mission director. C. Carmon Stiles, head of the Dallas Business Services Office, served as deputy director.

Specialized Missions To Go Abroad In Fall

The Commerce Department is organizing two more specialized trade missions to go abroad in the fall, under its second-half 1972 program, and U.S. firms are invited to participate. Two missions have already been announced for September.

► U.S. suppliers of production and quality control instrumentation are scheduled to seek markets in the Netherlands and Belgium Nov. 6-18.

► Executives of firms supplying metalworking and plastics production equipment will be visiting the Philippines, Korea, and Hong Kong, also in November.

For information on either mission, write Trade Missions, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230; or phone Charles E. Johnson, 202-967-4227.

Federation Head In NEEC

Harry W. Browne of Ferrex International, Inc., New York, has been appointed by Secretary of Commerce Peter G. Peterson to the National Export Expansion Council. Browne is president of the recently-formed National Federation of Export Management Companies.

U.S. Aides In East Europe Nations Optimistic On Export Sales There

While there is a wide range in estimates of future U.S. sales to the Eastern European countries, a current consensus among U.S. commercial and economic officers stationed in those countries is that the recent marked upturn in American exports there is likely to continue.

Interest is strong in Eastern Europe in U.S. technology and capital equipment, and there are also opportunities in many Eastern European areas for sales of U.S. agricultural products, the Foreign Service officers further concluded as they held a three-day meeting this month at the American Embassy in Vienna.

The conference was held to review the prospects for U.S. trade and economic relations with the Eastern European countries and to discuss the ways in which American commercial officers can be of maximum assistance to American business firms exploring the newly opening markets in this region.

A feature of the conference was a discussion, led by a panel of American business representatives from Western Europe, on the types of assistance business most requires from commercial officers and suggested ways in which current commercial services provided by the U.S. Government in Eastern Europe could be improved.

In this connection the conference was advised of the success of the recently established East-West trade information center at the American Embassy in Vienna (see *Commerce Today*, March 6). The business representatives present encouraged the Government to reinforce its efforts to improve the collection of market and procurement data for the East European countries.

The conferees noted that European and Japanese competitors in Eastern Europe have established trade connections by persistent effort and that American firms wishing to enter the market will have to display the same patience. It was the consensus of the conference that trade with Eastern Europe is important and deserves a maximum amount of attention from both the U.S. Government and the U.S. commercial community.

The conference was jointly sponsored by the Departments of Commerce and State and included representatives from Washington of these two Departments as well as the Department of the Treasury and the Export-Import Bank. American ambassadors to the Eastern European countries joined the commercial and economic officers at the opening day sessions.

Dominican Republic Enacts New Agency Agreement Law

A new Dominican Republic law extends the regulation of agency agreements in that country to cover services rendered to foreign principals and establishes a registration requirement for all agency contracts. Previous legislation regulated only agencies for the sale of goods.

Representation agreements entered into after Jan. 16, 1972, the law's effective date, must be registered with the Exchange Department of the Central Bank of the Dominican Republic within 15 days after the date of completion. Those in force prior to Jan. 16 must be registered with the Bank by July 16 to remain enforceable.

Unofficial translated copies of the law, No. 263, are available on loan from the Foreign Business Practices Division, Office of International Investment, BIC-879, U.S. Department of Commerce, Washington, D.C. 20230.

Washington's

Official Trade Briefs

This article is another in a series of monthly reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy, and by the BIC Office of International Inevstment.

THE PRESIDENT

U.S.-USSR Joint Commercial Commission Established: President Nixon's recent summit discussions in Moscow have resulted in the creation of a U.S.-Soviet Commercial Commission. The Commission is charged with negotiating a comprehensive trade agreement, including Most-Favored-Nation tariff treatment between the two countries (see *Commerce Today,* June 12). Secretary of Commerce Peter G. Peterson will lead an interagency U.S. delegation to the Commission's initial meeting in Moscow in July.

U.S.-Poland Joint Communique: In a comunique released at the conclusion of President Nixon's two-day official visit to Poland, the United States and Poland announced a decision to create a joint Polish-American Trade Commission. Purpose of the Commission will be to work out "concrete steps" toward increased bilateral trade and economic cooperation.

Presidential Proclamation — Dairy Import Quotas: Following an investigation and report by the U. S. Tariff Commission, President Nixon June 5 issued a proclamation placing quantitative limits on certain imported high-priced specialty cheeses. Now restricted by country quotas are imports of Swiss and Emmenthaler cheese, Gruyere-process cheese, and cheeses in the "Other" tariff category, when the purchase price of such cheeses is between 47 cents per pound and 7 cents over the Commodity Credit Corporation's support price for Cheddar cheese. The President's proclamation was issued subject to Section 22 of the Agricultural Adjustment Act, as amended.

Presidential Proclamation—Oil Imports: On May 11, President Nixon signed Proclamation No. 3279, increasing licensed imports into Districts I-IV to meet national requirements for the remainder of 1972.

New Law: On May 18, the President signed into law H.J.Res. 1174, now P.L. 92-301, appropriating $1.6 billion for fiscal year 1972 to adjust U.S. balances in international financial institutions to accommodate for the recent dollar devaluation.

CONGRESS

Committee Actions: The role of U.S. small business in foreign trade and investment was the subject of recent hearings by the Subcommittee on Government Procurement of the Senate's Select Committee on Small Business. Marinus van Gessel, Acting Director of the Bureau of International Commerce, testified for Commerce. Elsewhere in the Senate, the Subcommittee on International Finance of the Committee on Banking, Housing, and Urban Affairs held several days of hearings in mid-June on U.S. log exports. In the House, the Committee on Merchant Marine and Fisheries met in executive session on June 8 and ordered favorably reported to the House an amended version of H.R. 12324, to amend the Cargo Preference Act of 1954.

New Legislation: Since the opening of the 92d Congress, some 471 trade and related bills have been introduced. Of these, 103 contain specific quota provisions, and 44 contain general orderly marketing provisions, applicable when imports surpass stated levels of domestic consumption. Legislation not previously reported includes: H.R. 14825, relating to the tariff treatment of certain equipment for ice skating facilities; H.R. 14905, to amend the TSUS with respect to the rate of duty on fresh grapes; H.R. 15009, to prohibit importation, manufacture, sale, purchase, transfer, receipt or transportation of handguns; H.R. 15075, to amend the Trade Expansion Act of 1962 to permit extension of Most-Favored-Nation treatment to products of the USSR; H.R. 14970, to promote the foreign policy and security of the United States by negotiating a commercial agreement with Romania; H.R. 15112, to increase tariff rates with respect to certain petroleum and petroleum products, and to eliminate the existing quota system for such products; H.R. 15253, to provide equitable tariff treatment with respect to imported automobiles; H.R. 15324, to decrease the duty on artificial flowers and foliage wholly or almost wholly of plastic; and H.R. 15356, to protect the orderly marketing of cattle hides.

TARIFF COMMISSION

U.S. Competitiveness Study Released: On May 15 the Tariff Commission released the first of several reports to the President concerning the competitiveness of U.S. industries in the world market. The report was prepared by the Commission pursuant to a Presidential request under Section 332 of the Tariff Act of 1930. (See *Commerce Today,* May 29.)

Copies of the Commission's report (TC Publication 373) are available upon request. Requests should be addressed to the Secre-

tary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Escape Clause Investigation—Electron Microscopes: In its report to the President on May 18, the Tariff Commission found that **electron, proton, and similar microscopes and diffraction apparatus** are not being imported into the United States in such quantities as to seriously injure the domestic industry. Chairman Bedell, Vice-Chairman Parker and Commissioners Moore and Young constituted the majority, with Commissioner Leonard dissenting in part from the finding.

The Commission's investigation was conducted under provisions of section 301(b) of the Trade Expansion Act of 1962 and section 9 of the Educational, Scientific, and Cultural Materials Importation Act of 1966. Pursuant to the latter act, which implemented U.S. participation in the UNESCO Agreement on Importation of Educational, Scientific, and Cultural Materials (the so-called Florence Agreement), duty-free treatment was established for certain articles (including those subject to the instant investigation) entered for the use of any nonprofit institution (whether public or private) established for educational or scientific purposes, if no instrument or apparatus of equivalent scientific value is being manufactured in the United States.

Adjustment Assistance—Firms: Since the last Official Trade Briefs column (*Commerce Today,* May 15), the Tariff Commission has opened a new investigation to determine if the V-M Corp., Benton Harbor, Mich. **(consumer electronic products)** is sustaining injury from increased imports. After examining the effect of imports, the Commission will determine whether the firm is eligible to apply for adjustment assistance. The Commission also reported two affirmative findings and one negative finding in three investigations initiated since mid-March. As a result of the affirmative findings, Otto Goedecke, Inc., of Halletsville, Tex. **(cotton yarns and plain woven fabrics wholly of cotton)** and Duchess Footwear Corp., Salem, Mass. **(women's footwear)** are now eligible to petition the Secretary of Commerce for adjustment assistance. The G and H Decoy Manufacturing Co., Henryetta, Okla. **(plastic duck decoys)** was found ineligible.

Adjustment Assistance—Workers: Since May 31, the Tariff Commission has opened three new investigations into the effect of imports on workers at the Plymouth Cordage Div. of Columbian Rope Co., Plymouth, Mass. **(cordage of manmade fibers and abaca)**; RCA Corp., Indianapolis, Ind. **(television yokes, tuners, horizontal output transformers** and **unrecorded magnetic tape)**; and the Hosiery Div. of Chadbourn, Inc., Charlotte, N.C. **(women's hosiery of manmade fiber** and **panty hose)**.

In its reports of four investigations on behalf of worker groups, the Commission found in three cases that the criteria establishing eligibility for adjustment assistance were not met. Those involved in the negative determinations include workers at the following plants: RCA Corp., New York, **(color and monochrome television picture tubes)**; Kayser-Roth Corp., Burlington, N.C. **(panty hose)** and Ohio Leather Co., Girard, Ohio **(calf and kip upper leathers).**

As a result of the positive decision, workers at the Duchess Footwear Corp., Salem, Mass. **(women's footwear)** are now eligible to apply to the Secretary of Labor for adjustment assistance.

Dumping Cases: The Tariff Commission announced recently that a domestic industry is sustaining injury by reason of less-than-fair value imports of **sulfur** from Mexico. As a result of the Commission's findings, these imports will now be subject to special dumping duties.

Section 337 (Unfair Import Competition) Cases: Following receipt of a complaint filed by the Stanley Works of New Britain, Conn., the Tariff Commission recently opened an investigation of alleged patent infringment involving imported **combination measuring tools.** Information pertinent to the investigation may be submitted to the Commission not later than July 14.

The Commission also gave notice of a complaint filed by Rottler Boring Co. of Seattle, Wash., and initiated an investigation into allegations of patent infringement involving imported **cylinder boring machines** and **boring bars.** Information pertinent to the investigation may be submitted to the Commission not later than July 10.

OTHER AGENCIES

Special Trade Representative—International Product Standards Hearing: The Office of the Special Representative for Trade Negotiations has announced that public hearings will begin at 10 a.m. June 26 to provide a full and detailed exposition of public views on all issues involved in U.S. participation in an international code of good conduct on product standards. The United States is now engaged in discussions in the General Agreement on Tariffs and Trade concerning such an agreement. Parties desiring to express their views at the hearings should notify the Chairman of the Trade Information Committee, Office of the Special Representative for Trade Negotiations, 1800 G St. NW., Room 725, Washington, D.C. 20506. A second hearing date has been scheduled for July 26, for which the deadline for requests to present oral testimony is July 12.

Treasury—Dumping Cases: In the past two months, the Treasury Department has withheld appraisement on **wool** and **polyester and wool worsted fabrics** from Japan; and on **base metal parts for incandescent illuminating articles** from Canada. Under provisions of the Antidump-

ing Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at less-than-fair value (LTFV).

In two other investigations, Treasury found sales at LTFV with respect to **Pentaerithritol** and **mixtures thereof** from Japan; and **instant potato granules** from Canada. Both cases have now been referred to the Tariff Commission to determine if U.S. industries are sustaining injury by reason of the LTFV sales. A negative LTFV sales determination was also made by Treasury with respect to **tubeless tire valves** from West Germany.

In other Treasury dumping activity, investigations into sales at LTFV were discontinued for **stainless steel sheet** from Japan; and for **fur felt hat bodies** from Czechoslovakia. New investigations to determine sales at LTFV have been initiated with respect to the following products: **aluminum ingot** from Canada; **printed vinyl film** from Canada; **stainless steel plate** from Sweden; **permanent magnets of alnico or ceramic material** from Japan; and **slide fasteners** (i.e., zippers) **and parts thereof** from Japan.

Treasury—Countervailing Duty Cases: On May 19, Treasury announced the issue of a countervailing duty proceeding notice covering certain consumer electronic products from Japan. Products covered by the original proceeding notice included **television and radio receivers, mono and stereo systems and tape recorders.** The original notice has been amended, however, and now includes the following parts of television receivers: **color television picture tubes, resistors, transformers** (deflection components), **and tuners for receivers with integrated circuits.** In addition, Treasury has extended time for submission of views with respect to the existence or nonexistence of a bounty or grant from 30 to 60 days.

In a separate investigation, Treasury announced on May 12 the issuance of a countervailing duty proceeding notice covering **X-radial steel belted tires** from Michelin Tires Mfg. Co. of Canada Ltd. Since issuing the original notice, Treasury has also extended the time for submission of written views from 30 to 60 days.

Treasury—Antidumping Regulations: On May 5, Treasury announced the solicitation of views concerning the extent to which price information relating to sales below cost of production may be used in determining "fair value" within the meaning of the Antidumping Act of 1921, as amended. Since issuing the original announcement, Treasury has extended from 30 to 60 days the time for submission in writing of all relevant data, views or arguments to the Commissioner of Customs.

Labor—Adjustment Assistance: Since late May, the Labor Department has announced certification of approximately 900 workers as eligible to apply for trade adjustment assistance. Workers at the following plants may begin the application process: General Instrument Corp., Joliet, Ill. (400 electronics workers certified); and C. G. Conn, Ltd., Elkhart, Ind. (500 workers producing brass wind musical instruments certified). Both certifications follow Tariff Commission reports to the President that the domestic industries were threatened with serious injury by imports.

Agriculture—Fruit and Vegetable Imports: The Department of Agriculture imposed minimum grade and maturity requirements for imported **avocados,** effective June 12. Agriculture also set new grade, size and quality requirements for imported **round white potatoes,** effective June 5—July 31. These actions were necessary to bring import regulations into line with domestic regulations under a Federal marketing order.

In addition, Agriculture has proposed amending **raisin** import regulations to permit raisins which do not meet the grade and size requirements to be used for making alcohol, or syrup for industrial use.

International Trade Briefs

OECD Adopts Guiding Principles on the Environment: Guiding principles designed to avoid distortions in international trade and other economic relations which might arise from differences in member countries' pollution control measures were adopted at the May 24-26 Ministerial level meeting of the Organization for Economic Cooperation and Development. Among other things, the new principles provide that the OECD countries should observe the polluter-pays-principle in financing the costs of pollution control measures. In effect this means the costs of these measures should be reflected in the prices of goods and services which cause pollution, and the use of subsidies and similar devices to cover such costs should be avoided.

The guidelines also call on governments to adopt more stringent standards to strengthen environmental protection and to seek the harmonization of environmental policies where valid reasons for differences do not exist. That is, governments facing essentially similar threats to their environment should adopt comparable controls and not seek to gain trade advantages at the expense of their environment. The principles further call on governments to frame their environmental policies so as to avoid the creation of new nontariff barriers to trade.

To help insure the effective implementation of the guidelines, a notification and consultation procedure is to be devised so that countries can confront each other regarding their environmental policies and practices.

WORLD TRADE RESEARCH—*University of North Carolina MBA students Mac Rubel (left) and Spike Wahlen (extreme right) discuss research on world trade they performed in cooperation with First Union National Bank, International Division, Charlotte, N.C., as part of the Commerce Department program described below. Representing the bank are J. Larry Carter (second from left) and Jeffrey P. Beck.*

Campus Export Research Program Attracts Wide Company Interest

Graduate students on more than 30 campuses across the U.S. will be paving a path to exports for smaller companies in the coming months.

During the school year just ended, 330 students at 27 graduate business schools have done market research and made export recommendations in response to requests from more than 230 firms.

This was during the experimental phase of a program in which the Commerce Department has enlisted qualified candidates for Masters in Business Administration degrees to make export studies for individual firms, focusing on specific products and services.

The program has been deemed so successful in identifying and assisting new exporters that it is now being opened to all of the country's accredited graduate business schools.

Spade work at UNC

The University of North Carolina did much of the spade work in testing the program, with 95 students assisting 44 enterprises. The faculty coordinator there was Dr. Jack Behrman, a former assistant secretary in the Commerce Department.

Two of the North Carolina students, for example, worked with the North Carolina Ports Authority to examine the scope of Caribbean container traffic.

A bank put six of the school's students to work on the patterns of trade between North Carolina, South Carolina and Virginia and the various regions of the world to determine the creditworthiness of potential customer-countries.

An electronics company that was developing new products and technologies gave a team of four the task of researching the market for its four major lines over the world. Another firm sought a primary market for a new textile machine in Latin America, and several chemical companies sought outlets for their products.

One student helped establish a Domestic International Sales Corporation (DISC) for the company with which he was working during the conduct of his research. He was asked to continue with the company in charge of promoting exports to the area on which he worked. Another student was asked to spend his Christmas holidays in the Caribbean doing on-the-spot research for his company. Several others turned up contacts which became profitable to the company even before the research was completed.

One North Carolina firm summed up its response to the student assistance in these words: "Ours is a small company and it would have been impossible for us to conduct such a thorough investigation of our export possibilities with our present staff. We recognize that we received a bargain for our time and money. A professional consultant would probably have charged us several thousand dollars for such a report and it might not have been any more complete and accurate. We enthusiastically recommend the program. . ."

Companies interested in export opportunity studies related to their specific products or services can get details about the program, called TEAM—for The Export Assistance Masters program—at any of the Commerce Department's Business Services Field Offices.

DOUBLE PLAY—*William Caplan (r.), president of Entran Devices, signed agency agreements for both France and Germany during a session in the* **Composants** *lounge.*

First Commerce COMPOSANTS Try Yields Top Crop Of European Agents

First time a winner: this spring saw Commerce Department's first entry at COMPOSANTS, the International Electronic Components Exhibition in Paris, and the U.S. exhibitors struck a rich vein of sales and representation prospects.

"Our participation resulted in the largest single success of my business career, which spans over 15 years in the semiconductor industry," said Frank J. Brooks of Singer Products. He was referring to an order for a firm he represented amounting to four million silicon rectifiers. He noted that the sale was made against strong European competitions.

"We achieved our objective of establishing a foothold in Europe. I am under strong negotiations with two firms for representation in France, and have appointed agents in Germany, Israel and Finland," said Microwave Diode Corp.'s representative.

Twenty-three firms, 18 of them new to the European electronics market, were seeking a total of 102 representatives in various European areas. Eighteen agreements were signed during the show and negotiations were opened with 163 more potential representatives.

While COMPOSANTS is primarily a promotional rather than a sales event, the 47 U.S. exhibitors expect $8.6 million in sales during the next year.

Computer Graphics, U.K.

More than 4,100 visitors registered at the recent exhibit of American computer graphics equipment at the U.S. Trade Center in London, and more than $19 million in sales are expected during the twelve months following the show.

"I think we will open our activity in each country with a Trade Center show," said D. McNeill, director of marketing for Auto Trol Corp. of Arvada, Colo.

"The quality of people that visited our booth was extremely high," said K. Anderson, vice president for marketing for Vector General, Inc. of Canoga Park, Calif. "Most who indicated an interest had a buying influence."

Six of the exhibitors were seeking representatives in the U.K. market. One agency agreement was signed during the show and negotiations were begun with ten other potential representatives.

RAPT ATTENTION—*The quality of the more than 4,100 visitors to the showing of computer graphics equipment at the London U.S. Trade Center was quite high. Above, a potential buyer views use of manually operated interface circuitry.*

MAKING HIS POINT—*A. R. Henson, president of Disco Engineering of Detroit, explains his firm's air curtain door system to visitors at the building equipment and materials show in the Stockholm U.S. Trade Center.*

SEEING IS BELIEVING—*Visitors at the showing of analytical laboratory apparatus in the Milan U.S. Trade Center test some of the equipment in the Leeds & Northrup Co. exhibit.*

Analytical Lab Equipment, Italy

"This exhibit was an unqualified success. It provided, at the best bargain in exhibits, a chance for prospects and distributors to work with our instrument." That's how James Kriner, general Manager of Hycel Europe, described his firm's participation in the March 14-18 exhibit of analytical laboratory equipment at the U.S. Trade Center in Milan.

A total of 33 exhibitors represented 35 American firms at the show. The 712 registered visitors produced off-the-floor sales of about $250,000 and expected sales of more than $2.6 million in the twelve months following the exhibit.

Seven firms were seeking agents in the various European markets, and four agreements were signed during the show. Negotiations were under way with another 23 potential representatives at show's end.

SCANBUILD '72

A record 46 agency agreements were signed during SCANBUILD '72, the week-long exhibit of materials for the building industry held at the U.S. Trade Center in Stockholm March 20-25. This brought the total of agency agreements signed to that point during the 1972 fiscal year to 127. The prior record for a full fiscal year was 75.

"There is absolutely no substitute for this quality of assistance to manufacturers desiring to do business abroad," said Al Fiegel, president of Alpha Traders International, of Oklahoma City.

"A great part of our success is due to the fact that this was a perfect showcase for our products," said an official of U.S. Plywood-Champion Papers.

A. R. Henson, president of Disco Engineering of Detroit summed up his firm's experience: "It was most pleasant and the future looks great."

In addition to the 46 agents actually signed, negotiations were begun with another 88. More than $334,000 off-the-floor sales were made, and the 75 exhibitors expect another $7.3 million in sales during the twelve months following the show, as a direct result of their participation.

Data Communications, Italy

The Italian market for data communications equipment proved receptive to U.S. products at a Feb. 22-26 exhibit at the U.S. Trade Center in Milan. The 30 exhibitors expect more than $6.2 million in sales during the coming year as a direct show result.

Thirteen exhibitors were seeking agents, distributors or licensees. Five representatives were signed during the show and negotiations were begun with 23 others.

Top sellers were high performance data transmission multiplexers, computer output microfilm systems, infrared transceivers, cryptographic equipment and graphic computer terminals.

Four Trade Center Shows Seek U.S. Goods To Exhibit

Water and air pollution control equipment: Italy. A growing $300 million Italian pollution equipment market, has prompted a combined U.S.-Italian exhibition of the latest air and water pollution control and analysis equipment. U.S. firms will be afforded the marketing opportunity of a specialized American exhibition, Puraqua-Puraria '72 at the Milan Trade Center Nov. 15-19, teamed with the largest and best known Italian antipollution fair, Antinquinimento '72.

Under Italy's 5-Year Plan (1971-75), $3.5 billion will be spent on pollution abatement. In addition, strict legislation and a growing public awareness of pollution, have created strong buying interest among Italian industrialists.

Recent legal actions attest to the Italian readiness for action: On October 27, 1971 the pretorial court of Monza (Milan) sentenced an owner of a plant polluting water to two months in jail; on the same day, the procura of Milan notified 500 owners of 430 Milan area firms that their plants were discharging toxic wastes into waters destined for human consumption, and that this was a violation subject to a maximum penalty of four years imprisonment.

For more information, call Donald Johnson at 202-967-2795, or write him at BIC-948, U.S. Department of Commerce, Washington, D.C. 20230.

Water and air pollution control equipment: Scandinavia. Protecting the environment is a major concern in Scandinavia, where existing laws and proposed legislation are stimulating a sharp uptrend in outlays for pollution control programs.

U.S. producers will be able to penetrate this growing regional market at a Dec. 4-9 exhibit of pollution control equipment in the U.S. Trade Center at Stockholm. Sponsored by the U.S. Department of Commerce, this exhibition will feature equipment for the control of air and water pollution, noise abatement, sewage treatment, and solid waste disposal.

American equipment is well advanced in virtually all areas of modern pollution control, and techniques developed in the United States should encounter no problems in finding ready acceptance in the Swedish market. End-users in Sweden and the other Nordic countries are familiar with U.S. quality and regard price as a secondary factor, since solutions to problems are of prime importance.

Sweden alone plans to invest nearly $1.2 billion for plants, systems, and equipment in the 1971-75 period to resolve growing air, water, and solid waste pollution problems.

For details or to reserve Exhibit space, call H. L. Kirchschlager on 202-967-4543, or write him at BIC-946, U.S. Department of Commerce, Washington, D.C. 20230.

Analytical instruments: Germany. The U.S. Trade Center in Frankfurt has scheduled an Oct. 23-27 exhibit of U.S. chromatographic and spectroscopic instruments, in answer to the surging West German demand.

Students familiar with spectroscopic and chromatographic methods are graduating from German universities at an increasing rate. This should assure the continued growth of research and medical and industrial applications for these instruments.

Germany's Federal Government approved a budget for 1971 that provided for a $2.9 billion (12 percent) increase in expenditures over 1970. For the first time, education and science have been given priority, and allocations are up 43 percent to $1.08 billion.

The estimated current market volume is twice that of 1968. U.S. participants in the Frankfurt Trade Center exhibition in October will be afforded an opportunity to compete for a part of this $35 million market.

For details, call John R. Crown at 202-967-4421, or write BIC-946, U.S. Department of Commerce, Washington, D.C. 20230.

Design engineering-industrial components and subassemblies: France. The automotive, aerospace, construction, fabricated metal machinery and instruments industries will constitute the key buying audience for a Nov. 13-17 show at the U.S. Trade Center in Paris.

The American concept of design engineering is not familiar to most European manufacturers because standardization of industrial parts and components is not yet commonly accepted.

The total French market for all types of U.S. design engineering parts and components is estimated at over $165 million. The automotive and aerospace industries alone offer a market for this equipment that is growing by 10 to 20 percent per year.

For details, call R. B. Wallace on 202-967-4508, or write BIC-948, U.S. Department of Commerce, Washington, D.C. 20230.

Fairs In Greece, Turkey, Zaire Invite U.S. Firms

American firms will be welcome to exhibit at three international trade fairs of general industrial equipment being held at Izmir, Turkey Aug. 20-Sept. 20; Thessaloniki, Greece Sept. 1-20; and Kinshasa, Zaire in June 1973.

Companies without on-the-scene representatives to arrange for exhibit space can call John Bodson (Izmir and Thessaloniki) or Sally K. Miller (Kinshasa) at 202-967-5148 for assistance.

New Mood Of Optimism Sweeps French Economy

The wave of pessimism that swept through French business circles in the last quarter of 1971 has been replaced by a new mood of optimism.

The economic climate has improved markedly since December, with businessmen becoming increasingly optimistic about future production possibilities.

Encouraging factors

The U.S. Embassy in Paris lists the following encouraging factors as responsible for the changed outlook.

► The December currency realignment agreement has brought about a net devaluation of the franc against all currencies amounting to 1.8 percent as compared with the exchange rate structure prevailing in May 1971. The immediate effect of this development on the French economy will be small. Nevertheless, for the long run, it reinforces the competitive advantage France gained from the 1969 devaluation of the franc and successive revaluations of the mark. During the first quarter of 1972, the French balance of trade showed a small surplus of $60 million.

► Consumption expenditures, which increased 2 percent in the first three months of 1972, have remained the most buoyant element of domestic demand. At the same time, there have been a few scattered indications of a new upsurge of investment expenditures. (For some months, the capital goods sector has been the principal soft spot in the French economy. Production levels have been stagnant and orders, particularly those from abroad, weak.) According to present projections, fixed investment by non-financial enterprises will grow in value by roughly 9.9 percent this year as compared with 11.4 percent in 1971.

► Industrial production has continued to increase at an annual rate between 6 and 7 percent, roughly the same as that registered in 1971.

► Registered unemployment has declined slightly from the December level of 385,000, to 375,000 in March. (These figures still indicate, however, that roughly 2.3 percent of the French labor force is out of work, a high figure by French standards.)

► The December currency realignment has touched off a strong rally on the French stock exchange. The average price of French shares has increased over 20 percent since the end of 1971, with trading extremely active. The rally has been led by foreign investors, although it has increasingly been supported by French funds.

► The economic outlook for France's principal trading partners, including the United States, has improved. This will have a favorable impact on French exports, the volume of which is expected to grow roughly 7 percent in 1972.

► Finally, as discussed below, the monetary and fiscal policies of the French Government have become somewhat more expansionary.

Significant problems

Despite the improved business climate, a number of significant problems cloud the French economic horizon.

First, real GNP is expected to grow approximately 5 percent this year, a relatively high rate but still well below the 6 percent target set in the sixth French economic plan.

Second, unemployment will probably increase again in the summer and fall when large numbers of young people enter the labor force.

Finally, the wage-price spiral which plagued the French economy in 1971, although dampened somewhat by price controls, is still a major policy issue. Hourly wages in industry are now projected to rise 9.7 percent in 1972, and retail prices 4.9 percent. The comparable figures for 1971 were 10.7 percent and 6 percent.

Government actions

Faced with an underemployed economy still troubled by inflation, the French authorities have adopted an economic policy mix consisting of somewhat more expansionary monetary and fiscal policies and a continuation of price controls in modified form.

Early in January, the Government announced a series of budget measures designed to stimulate investment. Most importantly, it changed the rules governing the Tax on Value Added (TVA). Firms whose credits for TVA charged on their purchases exceed liabilities for TVA on their sales (either because of heavy expenditures for equipment goods over a relatively short period or because the rate applicable to their sales is lower than the rates on their purchases) can now obtain cash refunds for excess credits.

At the same time, the Government accelerated investment expenditures of nationalized companies. It also increased the funds available for construction projects in the first half of 1972 by $100 million. The net effect of these measures was to put the 1972 budget, which had been voted in balance, into slight deficit.

On the monetary side, the authorities have taken a number of steps to lower France's relatively high interest rates and sop up the excess of loanable funds now pres-

A demand for second-hand computers is developing in France, according to a recent report from the U.S. Embassy in Paris. Copies are available free through any Commerce Field Office or from BIC-976, Department of Commerce, Washington, D.C. 20230. Ask for report number DIB 72-06-271.

ent in the economy. The Bank of France lowered the discount rate from 6.5 to 6 percent in January, then to 5.75 percent in April. Late in February, it also allowed its rates for intervention on the French money market to fall from 5 to 4.5 percent. (Since early in 1971, these rates have been the key instrument used in implementing monetary policy.) In March, it then decreased the mandatory reserve requirements for commercial banks to 8 percent for demand deposits and 3 percent for time deposits. Finally, in April the yields on public bond issues were reduced from 8.25 to 8 percent.

Under modified price control regulations, introduced in March, most industrial firms elect either to enter into agreements with the Finance Ministry limiting average price increases to 3 percent a year or to submit all price increases for approval. Firms with less than 20 workers and those subject to strong international competition, along with enterprises producing certain luxury goods, are exempt from controls.

French imports from all sources increased from $19.1 billion in 1970 to $21.2 billion in 1971. In contrast, imports from the United States decreased from $1.9 billion to $1.8 billion, as the U.S. share of the French market dropped from 9.9 to 8.5 percent. Imports of U.S. mechanical and electrical equipment, which together accounted for 37 percent of French purchases from the United States, rose $75 million. Losses in other categories, however, particularly iron and steel (down $68 million) and aircraft parts (down $75 million) wiped out this gain.

In the 1973-75 period, the U.S. share of the French market should improve as a result of the currency realignment in December. In particular, the devaluation of the dollar and the revaluation of the mark have the potential to enhance U.S. price competitiveness vis-a-vis West Germany by 13-14 percent. Germany is the chief U.S. competitor in the French market, supplying roughly 22 percent of French imports.

Despite these long-run advantages, the Embassy expects no dramatic improvements in 1972 given the high incidence in the U.S. export structure of items where other factors determine sales more than prices, the usual lag in ordering and delivering capital goods, and the fact that the benefits of the devaluation are negated for agricultural items subject to variable levies under the Common Agricultural Policy of the European Community.

On balance, the most that U.S. exporters can probably hope for is that French imports from the United States will reach the $2.0 - 2.1 billion range this year. Since total imports are expected to be around $24.8 billion, this would imply a slight decrease in the U.S. market share in 1972.

Foodstuff Sales Could Rise In French Islands

Increased opportunities for the export of American food products to the high import-consumption Islands of Martinique and Guadeloupe are reported by the American Consulate in Martinique.

As Overseas Departments of France, these areas are covered by French laws concerning the importation of foodstuffs. An American exporter should be aware of the following requirements:

PARIS SHOW—*A prospective French customer inspects equipment of Systems Engineering Laboratories, Inc., Fort Lauderdale, at a U.S. Trade Center show.*

The labels must include a description of the product in French; the weight may be expressed in ounces, but must also be expressed in grams; no artificial coloring is permitted; no preservatives are permitted; and no vitamins may be added.

Major obstacle

A major obstacle to the competitiveness of American exporters of food products is their requirement for payment upon receipt of sight drafts. Foreign competitors allow up to 60 days after the delivery of the merchandise for payment. American exporters would be more competitive if they allowed credit terms similar to those offered by their foreign competitors and simply added a percentage to their c.i.f. prices to cover the cost of the funds thus sterilized.

The local importer pays one percent per month for bank credit, which is a higher percentage than the American exporter would normally have to pay for the same funds. If the difference were passed on to the importer, it should be significant in the generally low-margin food products distribution industry.

Hong Kong Is Becoming Headquarters For Firms Expanding In Far East

Hong Kong Island was called a "barren rock" when the British Crown Colony was established in 1841. Today, Hong Kong has become Asia's "golden rock"—where choice land has sold for $800 per square foot and is currently selling for over $500! One of the most prosperous, cosmopolitan and progressive centers of Asia, it is rapidly becoming the regional headquarters for businessmen seeking to expand operations in the Far East, according to Monroe E. Aderhold, Commercial Officer at the American Consulate in Hong Kong.

Devoid of natural resources, the only assets Hong Kong possesses are a magnificent deep water harbor, a self-reliant and hardworking population of 4 million and a laissez-faire economy fostered by forward-looking government officials who welcome and support the energetic entrepreneur. The majority of Hong Kong's population has an unrestrained enterprising philosophy which thrives in a free market environment.

Hong Kong's existence and prosperity depend on unrestricted imports, re-exports and an export-oriented manufacturing sector which concentrates on light industry and consumer goods. Being committed to a free port status, Hong Kong is unwilling to impose restrictions against the products of any nation. Instead, its businessmen respond imaginatively to import quotas and trade barriers overseas by adopting more efficient management and manufacturing techniques, product development and by seeking new markets.

HIGH-PRICED LAND— *This 52-story office building is going up on Hong Kong land that cost $800 per square foot.*

Big U.S. deficit

After Japan and Australia, Hong Kong is the major U.S. trading partner in Asia with two-way trade totaling $1.4 billion during 1971. U.S. exports to Hong Kong, entirely on commercial terms, were $424 million during 1971, but U.S. imports from the Colony were $991 million; the U.S. trade deficit of $567 million was exceeded only by U.S. deficits with Canada and Japan.

While the value of U.S. exports has been on the upswing, the U.S. share of Hong Kong's growing market ($3,402 million in 1971) dropped to 12.5 percent. Japan was the leading supplier with 24.3 percent of the market, followed by the People's Republic of China with 16.4 percent.

Without trade barriers of any sort, and as a result of recent currency revaluations, Hong Kong's expanding economy provides excellent opportunities for U.S. products which can withstand the vigorous competition in a free market economy. Imports have been growing at an annual rate ranging from 11 percent to 19 percent for most of the past 10 years.

Imports during the first quarter of 1972 were about 9 percent higher than the comparable period in 1971, a period of exceptional import growth amounting to 22 percent. The total import level for the balance of 1972 and subsequent years is expected to maintain an impressive upward trend in the 10 to 15 percent range.

Hong Kong's total exports, the aggregate of domestically produced exports and re-exports, reached an all-time high of slightly under $3 billion during 1971, a 13 percent increase over 1970. During the first quarter of 1972 domestic exports were 23 percent over 1971, compared with the average growth rate of 16 percent during the past 9 years. Re-exports, which represent about 20 percent of Hong Kong's total exports, increased substantially during the first quarter, also.

About 40 percent of Hong Kong's domestic exports, mainly garments, electronic and plastic products, are shipped to the United States.

The Government continues to have a substantial annual budget surplus, an estimated $126 million during the last fiscal year. With larger revenues from increased economic activity, and an accumulated revenue surplus account estimated at $518 million, the Government is planning—and has funds for—substantially higher expenditures for public works and utilities, low-cost housing estates and social services.

Japan's 24 percent share of total imports can be attributed to built-in advantages, primarily its proximity to Hong Kong, lower freight rates, faster delivery and after-sale servicing and, in many instances, lower prices. Attractive "packages" with generous credit terms arranged by Japanese trading companies are also a factor. However, U.S. products and trademarks carry a reputation for quality and reliability which can frequently offset price differentials. Recently,

a U.S. supplier obtained a large order for electrical fittings despite prices 25 percent higher than comparable products from Japan.

Local businessmen representing U.S. manufacturers have found that aggressive selling, high product exposure in display rooms or trade exhibitions, plus immediate delivery from inventories maintained in Hong Kong are important factors in selling to Hong Kong buyers. Indent agents and "order takers" are losing out to competitors who are thoroughly familiar with the products they represent and who offer immediate delivery from stock.

The skyline of Hong Kong is changing rapidly and, in the private sector, the current building boom continues unabated. The demand for luxury and middle-income housing, office space and hotel rooms continues to exceed supply.

Some 23,800 private residential flats, in all categories, are expected to be completed this year. With the number of marriages rising and family income increasing, the demand for private housing is expected to continue strong.

The tourist industry is booming, with visitors running 26 percent ahead of the first quarter for 1971. Experts expect this trend to continue.

Approximately 2,200 new hotel rooms will be completed during 1972 and, by 1976, there will be a total of approximately 15,400 rooms if current plans materialize. The market for high quality and labor-saving building materials, construction equipment, hotel supplies and food handling equipment is exceptionally promising.

A growing market potential is indicated for a wide range of industrial and consumer products from the United States. Income, production and employment statistics during the past five years have shown steady growth and there are no indications of a recession in the foreseeable future. Numerous corporate take-overs, acquisitions and mergers initiated recently by London-based and other off-shore holding companies are indicative of the confidence businessmen have in Hong Kong's future.

ADVOCATES OF REGIONAL PACIFIC ECONOMIC UNITY—*C. W. Robinson of Marcona Corp., San Francisco (right) led a U.S. delegation to the fifth Pacific Basin Economic Council meeting at Wellington, New Zealand. Businessmen from Canada, Japan, Australia and New Zealand also participated, and agreed on the need for regional economic cooperation, but without creating a trading bloc or cutting off worldwide ties. New Zealand's Prime Minister John Marshall (left) spoke at the meeting. Robinson also noted that the U.S. and Japan are heading toward more large joint ventures in mineral development in the Pacific area that will benefit both nations.*

Continued upward trend

While GNP growth during 1972 may fall below the 12 percent annual average increase, the overall trend is expected to continue upward. Per capita income is currently estimated to be in the $850-950 range, the third highest in Asia after Japan and Singapore. Industrial wages have been increasing steadily but at a higher rate than cost of living indexes. Consequently, a substantial middle-class is emerging with increasing disposable income to support the desire for a higher standard of living.

The demand for workers, particularly in light manufacturing and construction, exceeds the available supply. The combination of manpower shortages and rising labor costs offers an excellent potential for U.S. suppliers of labor-saving machinery and equipment. Moreover, automated machinery, quality control equipment and high quality raw materials are needed by Hong Kong's industries.

U.S. and other foreign companies continue to find Hong Kong an attractive location for regional headquarters, in spite of rising labor costs and spiraling rents for office space and housing.

At present over 500 U.S. firms, branches or affiliates are registered in Hong Kong. These firms have selected Hong Kong as the best location for regional offices to supervise multi-country market development programs and administer their capital investments located throughout Asia. Other firms have decided that Hong Kong is the appropriate location for manufacturing, warehousing equipment and spare parts, or repackaging products to meet the requirements of Asian customers.

U.S. firms are attracted to Hong Kong because of its laissez-faire attitude toward business; a liberal tax structure which does not impose a tax on income generated outside the Colony and fixes a maximum 15 percent rate on personal income or profit generated within the Colony; simplified company registration procedures; excellent banking facilities and communications; liberal visa requirements; and availability of competent supporting staff.

Swiss Economic Expansion May Pick Up Steam Soon

The Swiss economy may begin a vigorous expansion late this year that would lift the growth rate in 1973.

For the current year, however, modest growth of 3 to 4 percent in industrial production is forecast by Mario R. DeCapua, Commercial Attache at the U.S. Embassy in Bern. Private consumption is expected to rise by 7 percent, public consumption by 6 percent, prices by 6 percent, and wages by at least 7 or 8 percent. Imports and exports should improve and are anticipated to increase by about 10 percent.

The Swiss economy in 1971 was characterized by a leveling off in industrial production and private investment, continued strong demand for consumer goods and services, and unrelenting pressures on wages and prices. Although imports, valued at $689.3 million, reached a new record level, they increased only by 6.3 percent compared with 22.6 percent in the previous year. Exports advanced by 6.7 percent (10.7 percent in 1970) and totaled $549.2 million.

SWISS INDUSTRY—*Visiting skiers are helping boost Swiss demand for imports. Above, the slopes above Verbier.*

There are indications that domestic demand for capital goods is beginning to pick up. Should this trend be accompanied by a revival of economic activity on major world markets, businessmen in Switzerland believe that probably late in 1972 Swiss industry will again enter a phase of vigorous expansion with all the attendant strains on resources and capacities.

Marked shift

By tradition, the bulk of Swiss imports consists of raw materials and semi-finished products. However, a marked shift occurred in 1971 in favor of consumer goods imports, which rose by 14 percent. Capital goods imports increased by 9 percent, while imports of raw materials and semi-finished products dropped by 3 percent.

Last year the U.S. share of the Swiss import market weakened considerably, dropping from 8.6 percent in 1970 to 7.1 percent. In absolute figures imports from the United States fell from $551.6 million to $493.3 million. This was due in large measure to the sharp decline in Swiss purchases of U.S. iron and steel (down by 64 percent); communications equipment (49 percent); copper (48 percent); tools (42 percent); and apparel (32 percent).

West Germany, France and Italy continued to be Switzerland's principal suppliers. The United States, which had customarily held fourth place, lost this position to Britain. Only prodigious increases in sales of medical apparatus and surgical instruments, which went up by 133 percent, specialized machine tools (83 percent), commercial aircraft and aircraft parts (47 percent), business machines (33 percent), and pumps and compressors (32 percent) prevented a further slip.

The six principal commodities the Swiss purchased from the United States in 1971 were, in order of importance: aircraft and aircraft parts; organic chemicals; business machines, including electronic data processing equipment; road vehicles and parts; precious metals, jewelry, stones; and plastic materials.

With an excellent location in Europe and an extremely liberal trade policy, Switzerland represents an attractive and highly developed market. U.S. exporters should not be deceived by its smallness, since Swiss consumers enjoy the second highest per capita income and possibly the highest per capita purchasing power in Europe today.

Highly competent Swiss agent distributors are available and interested in handling complementary U.S. product lines. They insist, however, that their success on behalf of American firms depends almost exclusively on the latter's support and acceptance of European business practices and standards.

More flexible credit terms, i.e. net 60-90 days, assurance of continuity of supply, high quality merchandise, reliable and fast deliveries, and support of agents' sales promotional efforts are conditions which U.S. suppliers should meet in order to successfully penetrate the Swiss market.

The most buoyant area in Swiss expenditures in the past year, and likely to remain the most active in 1972, is consumer products. All indications point to a record rise in consumer goods imports this year, ranging from durables to food products. Retail trade turnover in 1971 already rose by 9 percent, twice as much as in 1969. Purchases of automobiles, furniture and sporting goods showed the biggest advances, with 25, 13

and 12 percent respectively. U.S. consumer items are in great demand, currently comprising as much as 15 percent of U.S. sales to Switzerland.

American exporters eager to follow up on the price advantage they now enjoy in many areas as a result of the dollar devaluation should take a hard look at the possibilities for expanding sales of consumer products in Switzerland. They should find a ready market for a great variety of do-it-yourself and hardware items, kitchen and household appliances, gardening tools and supplies, automobile accessories and gadgets, toys, sporting goods, swimming pool equipment, and leisure-time clothing.

Protection of the environment is taken seriously by the Government and public alike. Both are increasingly concerned over the quality of consumer goods.

In addition to American consumer goods, there also is a slowly growing demand for American equipment and expertise in consumer service industries such as hotels and motels, fast food chains, vehicle maintenance shops, drycleaning establishments, reducing salons, fitness clubs and health centers, giving rise to opportunities for franchising and joint ventures. Holiday Inns, Texsana, Servicemaster and Manpower are some of the recent U.S. entrants to the Swiss market by way of franchising arrangements.

Shortage of labor and drastically reduced profit margins have stimulated interest among Swiss business managers in methods and machines for raising production efficiency. Nearly every sector of Swiss industry is affected and excellent opportunities exist for American exporters of all kinds of labor-saving and cost-reducing equipment. Demand for automated packaging and food processing machinery as well as for advanced materials handling equipment is particularly strong. The same applies to sophisticated types of machine tools and multiple station and transfer line systems.

U.S. FIRE TRUCKS IN SWITZERLAND—*Four of these American fire engines are in use at Zurich airport. A variety of U.S. products can be sold in Switzerland.*

Modernization of hospital facilities and the expanding need for health care call for a rapidly increasing amount of highly specialized equipment of the kind often best procured from the United States. Patent monitoring systems, apparatus for intensive care stations, diagnostic and anesthesia apparatus, nuclear medical and electromedical equipment, and scientific instruments and apparatus for hospital laboratories will find ready acceptance here.

Highly sought goods

Other U.S. goods which continue to be highly sought in Switzerland include: pumps and compressors; filters; heavy-duty construction machines; advanced training aids; all kinds of business machines, but particularly desk and pocket size calculators, electric typewriters, photocopiers, duplicators, and compact computers; electronic components, sophisticated measuring, control and testing equipment; navigational aids; and ground equipment and installations for airports.

The recent revaluation of major West European currencies and the devaluation of the dollar should render U.S. raw materials and semi-finished products somewhat more competitive on the Swiss market. Opportunities abound but are particularly promising for price sensitive commodities like plastics, chemical intermediates, phosphates, sulphur, pigments and petrochemicals.

Whether U.S. exporters of such products will be able to hold or increase their share of the Swiss market depends, however, not alone on prices but just as much on quality and continuity of supply.

Swiss Government representatives are at present conducting negotiations with the European Commission in Brussels for an industrial free-trade agreement with the enlarged European Economic Community. There is much satisfaction in Swiss Government circles with the progress made so far. A solution to the many outstanding problems involving industrial and agricultural products, foreign workers, monetary union and neutrality appears to be in sight. What effect an eventual agreement between Switzerland and the EEC will have on Swiss-American trade relations is still open to conjecture.

Austria Continues Vigorous Growth, Led By Consumer Demand, Investment

Austria remains one of the growth leaders among European OECD countries.

Official estimates for a growth rate of 4 percent for 1972 appear to be somewhat on the conservative side, according to the U.S. Embassy in Vienna, which predicts that real growth will be over 4.5 percent and may even approach 5 percent.

Real growth in 1971 amounted to a healthy 5.2 percent. Export expansion, which dropped from 21 percent in 1970 to 7 percent in 1971, was replaced by domestic investment (up 12 percent) and consumption expenditures (up 7.2 percent) as the driving force in the economy.

Vigorous domestic activity has isolated Austria from the general economic downturn among its major trading partners, particularly Germany. Personal income rose by a remarkable 11 percent in 1971, providing the basis for a surge in consumer demand. First quarter 1972 figures are expected to show a similar increase.

Investment proceeded at a level 12 percent above the previous year, being evenly distributed on investment in equipment and in new construction.

Industrial production was up 7 percent for 1971, dominated by a 17 percent increase in building materials, and a 9 percent increase for consumer durables. While consumer goods production continues its energetic growth (9 percent annual rate), capital goods production increased somewhat more slowly in the first months of 1972.

Extremely dry weather penalized agriculture but did not appear to hurt the tourist industry, with receipts from foreign tourism up 20-25 percent in 1971 and reaching a 35 percent annual rate increase by February 1972 in spite of a lack of snow.

Foreign trade continued its long term trend of rapidly growing imports and the trade deficit rose to well over $1 billion. Tourist receipts and monetary flows more than offset this figure, however.

The dominant economic trend emerging toward the end of 1971 was inflation. Consumer prices were up a total of 4.7 percent in 1971, compared with 4.4 percent for the previous year.

Higher than expected

Investment activity in 1972 has been expected to slow to a 5 percent increase over the previous year, but current developments may help to increase that figure. Recently improved prospects for an Austrian agreement with the EEC, possibly taking effect by autumn but no later than the beginning of 1973, should prompt many firms to dust off previously postponed investment plans for rationalization and expansion. Furthermore, many investment projects are being hastened as a hedge against further price increases.

Consumer expenditures, predicted to increase by 5.5 percent in 1972, may also be accelerated by inflationary expectations. There have been recent indications of a decline in the savings rate. Consumer income should continue to increase moderately in 1972. Wage settlements are currently running at the moderate level of 12-16 percent increases in minimum wages and 8-10 percent in overall wages. This trend is likely to continue through the year. Consumer spending will receive a small added boost from the "advance benefit" scheduled to be paid in July in anticipation of income tax reductions planned for Jan. 1, 1973.

The inflation which reared its head in the final months of 1971 will probably continue to beleaguer the Austrian economy through 1972 and perhaps well into 1973. Optimistic official predictions of an inflationary surge in the beginning of 1972, tapering off and falling below 5 percent by the close of the year, have now given way to serious efforts to bring price pressures under control.

The distant outlook shows a probability of continued price increases into the early part of 1973, due primarily to the implementation of the value added tax on the first of the year. The latter part of 1973 should hopefully see an easing of the inflationary trend.

The expansion of U.S. exports to Austria by 23 percent in 1971 is rendered somewhat less impressive by the fact that $38 million of the $158 million total is accounted for by the one-time sale of DC-9 aircraft. Nevertheless, the modest growth of Austrian exports to the United States resulted in a $28 million surplus in favor of the United States.

Early data for 1972 indicate that the United States will have a hard time equaling its performance of last year without increased sales efforts to take advantage of the new import price structure resulting from currency realignments.

Total revaluation of the Austrian schilling relative to the dollar has been 10.4 percent, while it has maintained its value or even been devalued against the currencies of chief U.S. competitors. The consequent reduced prices of American goods should offer many suppliers, previously handicapped by higher prices on top of higher shipping costs, a chance for a new start in the Austrian market.

Consumer goods represent a long neglected area of considerable opportunity for U.S. exporters. Rapidly increasing personal incomes are opening a market for an ever wider range of consumer products and such goods should be particularly sensitive to the price effects of revaluation.

Of particular interest are leisure goods, sales of which should be helped by the gradual increase in leisure time available to the average Austrian resulting from the reduction of the work week from 45 to 42 hours, then 40 by 1975. Personal sports and health equipment head the list of prospects in this category.

Cosmetics have attracted considerable interest in recent months. Canned foods, except red meats, have long been a good item and revaluation of the schilling should be helpful in this highly competitive product line. American home textile goods could also be very successful.

Interest is high

Interest is generally very high in pollution control equipment. U.S. leadership in this field is recognized and opportunities are good for American suppliers. In construction, large wage increases and the continuing construction boom make labor-saving equipment attractive. Automated production machinery, particularly numerically-controlled, is popular in Austria and is also highly sought after by Austrian firms specializing in East-West trade.

Electronic measuring, testing and control equipment is needed in ever increasing quantities.

Rapid increases in white-collar wages are making increased productivity among office workers imperative. As a consequence, the Austrian market should be receptive to American office equipment such as electronic calculators, mini-computers and magnetic tape typewriters. In another line, a recent increase in robberies has led to inquiries regarding industrial and banking security systems.

The range of potentially salable products could be extended, but the benefit to the United States depends on the effort by American producers to take advantage of their new position as moderate cost, high quality suppliers.

Opportunities For U.S. Sales Increase As Lebanon Continues Forward Surge

U.S. exports to Lebanon, which jumped from $63.7 million in 1970 to $85.9 million in 1971, should top the $100 million mark this year for the first time. As the stoutly private-enterprise oriented Lebanese economy continues its forward surge, writes Joe Lill, Commercial Attache at the U.S. Embassy in Beirut, opportunities are increasing for sales not only of consumer goods but also of industrial machines and materials.

There has been a resurgence in building construction—an industry which had languished since the Arab-Israeli conflict of 1967.

The important tourism sector, which accounts for about 10 percent of national product, is booming. The large Beirut hotels expect 85 percent occupancy rates for 1972. Lebanon hosted over one million visitors last year, not counting the neighboring Syrians, and a 15 percent increase is predicted for this year. A Holiday Inn Hotel is scheduled to open in Beirut in April 1973, and other hotels are under construction or on the drawing boards.

Perhaps the most striking phenomenon in the economic sector has been the rapid and constant increase in industrial production and exports. A recent Ministry of Planning study reveals a 60 percent rise in industrial production and a 148 percent gain in industrial exports over the last five years. The number of industrial enterprises in Lebanon practically doubled in the decade of the 1960s, reaching 6,500 in 1970. Although Arab countries continue to buy the bulk of Lebanese industrial exports, manufacturers are also increasing their sales to Europe, Africa, and the United States.

One of the growing Lebanese industries is printing. There are 321 printing establishments in Lebanon, 294 of which are located in Beirut and its suburbs. About 60 percent of the total printed product is exported, Beirut being the major center in the Arab world for printing and publishing of newspapers, magazines, books, and a complete line of commercial printed products.

A catalog show of printing equipment and supplies held last April at the U.S. Commercial Center in Beirut revealed good prospects for U.S. printing and bookbinding equipment and related supplies.

Another growing industry

Food processing is another growing Lebanese industry. A food products machinery catalog show held at the Commercial Center last December revealed prospects for sales of fruit and vegetable washing, grading, sorting and packaging equipment as well as material converting equipment for fabrica-

BEIRUT HOLIDAY INN—*The triangular building and 26-story tower above form the main sections of the St. Charles City Center now under construction in Beirut. The 507-room Beirut Holiday Inn, which will occupy the right half of the tower, is scheduled to open in April.*

tion of corrugated cartons, plastic film extruders and heat sealers, and bagging and tying machines. Longer range sales opportunities are promising for the erection of small processing plants for repackaging or semi-processing of imported food products. Equipment for such plants would include simple liquid and dry type filling machines, capping and closing machines, small agitated batch blending tanks, meat grinding and emulsifying equipment, and cabinet freezers. These export opportunities derive from the growing importation of processed foods into Lebanon for both local consumption and reexport.

Especially promising

In 1971 total Lebanese imports of U.S. food and agricultural commodities totaled about $20.3 million (excluding $9.2 million in manufactured tobacco products). This figure is expected to increase by several millions of dollars in 1972. Especially promising are U.S. sales of animal fats, vegetable oils, and soybeans for production of butter and ghee substitutes which have become competitive in the consumer market since the disappearance of low-priced EEC butter.

U.S. deliveries of aircraft, aircraft engines and parts to Lebanon's highly successful MEA and TMA airlines this year could total $20 million—about $6 million above last year. In January and February 1972 MEA traffic rose 18 percent over the same period of 1971. A continued strong showing this year could trigger MEA orders for two wide-bodied aircraft in 1973 for 1975 delivery. The all-freight carrier, TMA, which is also experiencing sharp increases in traffic and profitability, is showing rising interest in buying a wide-bodied tri-jet for delivery in 1976.

One need only observe traffic congestion in Beirut and on the Lebanese highways to gain an impression of the rising Lebanese standard of living. Increasing numbers of families are acquiring two cars and some, owning a small European or Japanese car, are buying larger American models. Lebanese imports of American cars and trucks, valued at $5 million last year, could easily rise to $7-8 million in 1972. The 16,743 new vehicles registered in 1971 (bringing the total to 136,621) broke the old record set in 1965. Truck exports to Lebanon are helped by the presence of a progressive Lebanese manufacturer of truck and special vehicle bodies, many of whose products are exported.

Lebanon appears to be moving forward on long overdue plans for upgrading its highway system. Suppliers of earthmoving and related equipment are watching these developments.

American manufacturers of airframes, computers, food processing machinery, and tobacco products are among those who have joined the growing list of U.S. firms maintaining regional sales offices in Beirut. One of the ways the American Embassy has been assisting the regional representatives is to arrange meetings for them with U.S. commercial officers stationed elsewhere in the area who visit Beirut periodically to brief American businessmen on developments in their countries of assignment. Many area representatives report that sales of their products in the Middle East have increased remarkably since the opening of their Beirut offices.

Although U.S. sales to Lebanon, and to the Middle East generally, are increasing, many more products could be sold if freight rates from the United States were not so high in comparison with rates from Europe. The December realignment of major currencies has been helpful, but the U.S. advantage has been diluted or completely offset in many instances by higher freight rates and by price rises at home.

Another problem Lebanese merchants often encounter is the insistence of many U.S. firms on letter of credit or cash against documents. European suppliers are said to be more realistic. They realize that allowing solid and reputable importers a few months credit helps their customers to sell more goods. This is one criticism, among others, aimed at American suppliers, many of whom seem to be dilettantes in this market.

One Lebanese merchant complained that American suppliers had cost him thousands of dollars worth of business because he failed to affix airmail stamps to his letters. Another importer complained that American firms insist on supplying ex-factory price quotations, not bothering even to figure U.S. inland freight charges.

It's a buyer's market

American suppliers should know that Lebanon is a buyer's market. The Lebanese like U.S. goods and surprisingly often even like our prices, but few will beg to buy American products.

The Lebanese market is well worth catering to. Products exported to the Beirut Free Zone and even many brought into Lebanese stores and warehouses find their way to many countries in the Middle East and Africa. Beirut is a favorite stop of Arab businessmen and many Arabs have real estate and other investments in Lebanon. There is a constant interchange of information in Beirut among Lebanese entrepreneurs and business visitors. Lebanese architects, engineers, contractors and suppliers are involved in projects and transactions throughout the Middle East, in Africa and farther afield. The range of products they deal in and consume is wide. Almost any product interests them. It is time that more American suppliers investigate Lebanon, which is not in the bush or the desert but a beautiful and vibrant land, right on your way to Tehran, New Delhi and Singapore.

Botswana Launches Major Project; Swaziland Is Attracting Industries

Botswana's Shashe mining and infrastructure project has been launched after sixteen years of preparation. The signing of the project agreements on March 7, reports Stephen K. Craven of Commerce's Africa Division, initiated a multinational development effort involving private firms, international organizations, and government agencies. The $220 million project is expected to double this southern Africa country's exports and increase the GNP by 50 percent.

Shashe's focal point is development of copper-nickel mines at Selebi and Pikwe. A power station and a township will be erected, and a coal field opened up to fuel the power plant.

The copper-nickel mines will be developed by Bamangwato Concessions Ltd. (BCL) with a predicted investment of $151 million. BCL is a subsidiary of Botswana RST, controlled by American Metal Climax and the Anglo-American Corp. The Government of Botswana holds 15 percent of BCL. The Overseas Private Investment Corporation will insure up to $35 million in U.S. private investment in the project.

Over $43 million has been spent on proving the ore bodies and on construction of the Pikwe mine. Proven and probable ore reserves stand at 44 million tons. Production at Pikwe will begin in 1974 and the Selebi mine will open in 1979. Annual production will run at about two million tons through 1996.

A smelter at Pikwe will convert the ore into 42,000 tons of copper nickel matte a year and 128,000 tons of sulphur. The matte will be shipped to the AMAX refinery near New Orleans for processing and then 15-17,000 tons each of refined nickel and copper will be exported to West Germany. Sales are guaranteed for most of the nickel and all of the copper for fifteen years, and contracts have been signed in South Africa for most of the sulphur production for ten years. Gross sales will be more than $66 million annually at present prices.

New town to be built

The U.S. Agency for International Development, the World Bank, and Canada are loaning $71 million to Botswana for the Shashe infrastructure. The project covers construction of a new town (estimated population of 25,000 by 1980) with housing, schools, clinics, roads, government buildings, water and electric power supply, and sewerage systems. BCL will provide housing for employees. A dam will bridge the Shashe river to provide water for the town, the mines, and the 60 MW power plant. The plant will be fired with coal from the Morupule coal field, providing electricity for the town and the Pikwe smelter. Access roads and rail connections will be built to the mines; telephone and telex facilities and a landing strip have already been set up. A new hospital will be built at Francistown.

The benefits for Botswana will be substantial. Besides providing a new town and using untapped resources, the Shashe project opens up another section of the country and will create 5,000 new jobs by 1980. Botswana's annual government revenues will be boosted by about $6 million, nearly 28 percent over present levels.

Swaziland is meeting with success in attracting small and medium-sized industries.

The National Industrial Development Corporation (NIDCS) of this multi-racial country in southern Africa offers incentives to foreign investors, including favorable terms for land, water and electricity, and frequently will provide a factory shell at little or no cost. The investor supplies capital, and management or technical expertise. Tax incentives, profit repatriation, and Swazi participation are negotiated for each investment. The Government of Swaziland is generally granted 20-40 percent equity participation.

Firms are finding Swaziland's wages attractive and are encouraged by duty-free access to the South Africa, Botswana and Lesotho markets.

The largest industry attracted by NIDCS is Swaziland Chemical Industries, a manufacturer of fertilizers to be marketed in Swaziland and South Africa. The factory represents an $8 million investment over the next two years, and will provide 150 jobs.

Production of barbed and chicken wire, bolts, and nails will soon begin at the Swaziland Wire Industry. Investment is about $80,000; the products will be exported and sold locally.

Mobamech Swaziland Ltd. will produce agricultural equipment and the Lady Africa Garment Factory will manufacture knitwear. About twenty small industries will begin operations during the next year.

BOTSWANA DEVELOPS—*Pikwe, above, will be a focal point for a project that will boost Botswana's economy.*

World Trade Actions

Italy Alters Advance Import Payments Period To 90 Days

Italy: The Foreign Exchange Office (UIC), implementing the directives of a decree recently issued by the Ministry of Foreign Trade, has published a circular (No. A/250 of May 22) which increases the lead period from 30 to 90 days applicable to advance payments for imports of goods and services. This latest liberalization follows the one made in January 1971, when the lag period for export receipts was increased from 120 to 360 days. The new regulations governing leads and lags are:

Import payments: if made *ex ante*, payments can take place within 90 days before the date of importation (previously payments could be made only 30 days before the date of importation); if made *ex post*, payments must take place within 360 days after the date of importation (unchanged);

Export receipts: whether *ex ante* or *ex post*, receipts must be received within 360 days of the date of exportation (unchanged).

The lead period for import payments was shortened to 30 days from 360 days in March 1970, at a time of substantial speculative activity against the lira. The decision to increase the period is an indication of increased confidence in the lira.

Kuwait and Lower Gulf States: In an effort to increase commercial services for American businessmen in the lucrative Arabian Peninsula market, Richard H. Imus, an Arabic-speaking career Foreign Service Officer, has recently been assigned to the newly-created post of Regional Economic Officer (Gulf) at the U.S. Embassy in Kuwait. Imus, whose area of responsibility includes the States of Bahrain, Qatar, United Arab Emirates, and the Sultanate of Oman, will be working closely with officers of the recently established Embassies in Bahrain and Abu Dhabi, and the Embassy soon to be opened in Muscat, Oman, to provide American businessmen with an increasing flow of market information. Imus, who has already served two years in the Gulf region at Dhahran, Saudi Arabia, will spend a substantial portion of his time traveling throughout the Gulf, but will also be available in Kuwait to assist American businessmen visiting the area.

Canada: Tax measures designed to improve the competitive position of Canadian manufacturing and processing industries in world markets were submitted to Parliament May 8 as part of the Government's budget for fiscal 1972-73. Among these was a proposal that the cost of all machinery and equipment purchased after May 8 for the manufacture or processing of goods in Canada be written off in two years. Most machinery and equipment has been written off for tax purposes at a 20 percent rate on a declining balance method.

In addition, commencing Jan. 1, 1973, the top rate of corporate income tax applicable to manufacturing and processing profits earned in Canada will be reduced to 40 percent. As part of the 1972 tax reform, the top rate was scheduled to decline by one percentage point annually between 1973 and 1976 and would have been 49 percent in 1973. The new rate will therefore be 9 points lower than the scheduled rate for 1973 and 6 points lower than the scheduled rate for 1976. The effect rate on manufacturing and processing income eligible for the small business incentive will be reduced from 25 percent to 20 percent, effective Jan. 1, 1973.

As a further incentive to encourage more processing of Canadian mineral resources through smelting and refining in Canada, that class of expenditures which already earn depletion allowances will be extended to include all equipment acquired after May 8 for processing mineral ores up to the prime metal stage in Canada. This depletion allowance provides that for every $3 expenditure on mineral exploration and development, a company may deduct $1 from taxable production profits.

The Minister also announced an extension for one year of the existing provisions permitting a fast write-off of capital expenditures made by manufacturers or producers of air and water pollution control. Thus, such machinery and equipment purchased at any time before the end of 1974, and buildings to house pollution control equipment which are started before the end of 1973, will be eligible for the fast write-off. These fast write-off provisions will also be broadened to cover the costs of buildings, machinery and equipment acquired by independent companies providing pollution control services.

To maintain a hospitable climate for foreigners with valuable skills working in Canada, the income tax law will be amended to provide that where a person has not lived in Canada for more than 36 months over the preceding 10 years, any accured gains on property he owned when he entered Canada will not be taxed when he leaves.

Argentina: By telephonic communication 2600 of May 2, the Central Bank of Argentina notified importers that as of that date, all imports with a term of payment less than 180 days from the date of embarcation must be previously approved by the Central Bank. Additional information is available from BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

International Business Reports

International Trade: A Management Guide. By Harold J. Heck. Published by the American Management Association. $14.

Is export worth the effort? How much effort can be applied? How soon? One of the purposes of this book is to help businessmen answer such questions. The author, Professor Emeritus at Georgetown University's Foreign Service School, discusses important aspects of international trade—from distribution channels, organization, and technical and procedural aspects to identifying and developing foreign markets, financing exports and imports, and government participation, assistance and regulation. Includes many exhibits and tables.

Write: American Management Association, AMA Bldg., 135 W. 50th St., New York, N.Y. 10020.

Exporters Guide. Published by the Maine Department of Economic Development. 60pp. Free.

Discusses advantages of exporting and provides a step-by-step guide for the manufacturer interested in selling his products overseas. Only 5 percent of American companies that could export actually do so, according to this booklet. One of the basic reasons more firms do not export, it goes on, is management's failure to appreciate the potential of foreign markets because U.S. markets are so lucrative.

Write: Dept. ME/EG, Suite 901, 20 E. 46th St., New York, N.Y. 10017.

Study of the Relationships between Foreign Representatives and Distributors, and their U.S. Principals in the Electronics Industry. 13pp. $150.

Based on a survey among U.S. manufacturers in the electronics industry, this study covers such subjects as commissions paid to representatives, discounts to stocking distributors, distributor markups, to what extent foreign representatives report on a regular basis, the kind of marketing support usually given by the U.S. manufacturers, the type of distribution channels used, and compensation to resident managers abroad.

Write: Bertil Lindberg, 712 Montgomery St., San Francisco, Calif. 94111.

Employment, Output and Foreign Trade of U.S. Manufacturing Industries, 1958-69/70. Published by the Trade Relations Council of the United States. Washington, D.C. $100.

The fourth edition of this four-volume study contains updated information on the economic growth and foreign trade of U.S. manufacturing industries.

Volumes 1 and 2 present basic data for each manufacturing industry including employment, output and foreign trade for 1958-69/70, together with data on the origin and destination of foreign trade of each industry by geographical region and country. Volume 3 ranks industries by five different foreign trade-sensitive economic factors and contains a special analysis of employment, output and foreign trade in industries in which multinational corporations are active. The fourth volume presents for the first time a measurement of the value of indirect as well as direct imports and exports, and shows the balance of trade and employment effects of the total deficit and surplus for each U.S. manufacturing industry.

Write: Trade Relations Council of the United States, Inc., 1001 Conn. Ave., NW., Washington, D.C. 20036.

The European Community in the 1970's. Edited by Steven Joshua Warnecke. May 1972. 228pp. $15.

Experts from government, business and academia examine prospective economic and political developments in the European Community to 1980, and current and future problems between the United States and the Community. They analyze the reasons for current difficulties, prospects for continued cooperation or rivalry, and the future of economic relations among the United States, the EEC and the Third World.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Calendar For World Traders

June 28—Ann Arbor—Seminar on market for auto parts in EEC, Campus Inn, 9 a.m.-5 p.m. Sponsor: Institute for International Commerce, U. of Michigan.

June 28—New York — International Executives Assn. luncheon, Regency Hotel, 12:30 p.m.

June 28—New York—Workshop on Federal and New York State DISC programs, Hotel Commodore, 1-4:30 p.m. Sponsor: Commerce and Industry Assn.

June 29-30—Chicago—Commerce desk officer for Egypt and Saudi Arabia available for consultation, Field Office.

July 11—Chicago — International trade meeting, Field Office.

July 12—New York—Seminar on new Federal and New York State DISC regulations and rulings. Sponsors: International Executives Assn. and International Tax Institute.

July 13—Nashville—Plenary meeting, Mid-South REEC, Hilton Airport Inn.

July 18-19—Chicago—Briefing on making maximum use of DISC, AMA Management Center.

July 19—Chicago—Midwest Credit Management Assn. international meeting.

Worldwide Business Services

The specific business opportunities on these and following pages have been developed for U.S. traders by international specialists in the Department of Commerce and Foreign Service Officers in U.S. Embassies and Consulates around the world.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in the columns below. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-976, Washington, D.C. 20230, or from any Commerce Field Office.

ARGENTINA—2036—Newly established firm seeks capital, technical and marketing assistance for plant with capacity to process 600-800 tons of **hake fish blocks** per month. Wants to market product in the U.S. Established in 1970, firm employs 30. Dr. Jorge Busso, Pres., Cia Sudamericana de Pesca y Exportacion S.A.I.C., Guiraldes 773, Acassuso, Province of Buenos Aires. WTD. P-72332.

AUSTRIA—3079—Seeks licenses in the **plastic materials processing field.** Presently engaged in plastic molding, also makes tooth brushes. Mr. Zieglmayer, Mgr., M & C Schiffer Co., Adnet, Salzburg. WTD. P-72323.

BRAZIL—0910, 2036—Established company seeks joint venture partner to expand plant and fishing fleet. Currently producing **finfish, shrimp and fishmeal.** Seeks equity financing (40%), loan credit and lessor for fishing fleet. Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72329.

BRAZIL—0913, 2036—Newly established **lobster and shrimp company** seeks joint venture partner to expand existing operation. Partner can participate in management. Company approved by SUDENE. Capital requirement: $4 million. Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72330.

BRAZIL-2033—Cooperative of 100 citrus fruit growers seeks joint venture to **build a modern citrus concentrate plant.** Project estimated at $3—$4 million. Seeks equity financing, credit and assistance in managing operation. Group will invest 55% of total cost. Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72331.

CZECHOSLOVAKIA—3641 — Producer of incandescent lamps seeks license and know-how to manufacture **halogen bulbs type H 4 for use on automobiles.** Also interested in obtaining production machinery and equipment for expanded operations License and know-how sought to cover technology and production of semi-finished products, assembly of internal system, assembly of cell and final assembly. Polytechna, Panska 6, Prague 1, Czechoslovakia. Attn: Ing. Vitezslav Bohac, Deputy Chief, Dept. for Licenses. P-72315.

FRANCE—3569 — Manufacturing rights for **industrial waste compactors.** Firm produces residential and industrial incinerators and building equipment. J. F. Chalaye, Director, CIMAB S.A., 92 rue Anatole - France, 92 - Levallois - Perret, France. WTD. P-72326.

FRANCE—3639 — Major producer and consumer of industrial equipment seeks license to manufacture and sell in European Common Market countries **household industrial compacting units for household wastes.** Firm makes household and industrial stoves and furnaces, boilershop products, and railroad cars, employing 4500. De Dietrich and Cie., Division Mecanique, 67 Reichshoffen-Usines, France. WTD. P-72324.

INDIA—2819—License to manufacture **vinyl acetate monomer.** Seeks technical know-how, machinery and equipment. Plans to establish plant with annual capacity of 10,000 tons utilizing locally produced acetone and ethylene. Firm presently manufactures sodium carboxy methyl cellulose, monochloroacetic acid, cellulose powder and filled corrugated boards. Operates three production facilities. J. K. Patel, Sec., Cellulose Products of India Ltd. (CPIL), P.O. Kathwada Maize Products, District Ahmedabad, Gujarat, India. WTD. P-72317.

INDIA—2821—Gujarat Industrial Development Agency wants to manufacture **synthetic cresols** and the by-product **sodium sulphite.** Seeks technical know-how and engineering services. Plans to establish facilities with annual capacity of 3,000 m. t. of cresols, 5,800 m. t. of sodium sulphite. Raw materials available locally. K. S. Sundaram, Project Officer, The Gujarat Industrial Investment Corp. Ltd. (GIICL), Natraj Chambers, Ashram Rd., Navrangpura, Ahmedabad 9, India. WTD. P-72319.

INDIA—3576—License to manufacture various types of **weighing machines.** Interests include portable platform, and crane weighing machines for foundries and shipyards, truck and railroad scales, and precision weighing machines. Firm currently produces scales, textile machinery, pressure vessels, and processing equipment. Employs about 800. M. C. Cherian, Managing Director, Mysore Machinery Manufacturers Ltd. (MMM), 5th Mile Mysore Rd., Post Bag 7, Bangalore 26, Mysore State. Further information available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72327

NIGER—2033—Development Bank seeks quotes for a contract to build and equip **tomato processing plant.** Plant would process 400-600 tons of tomatoes annually into juice and concentrate Additional information available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. D. Gonthier, Banque de Developpement de la Republique du Niger, B.P. 227, Niamey, Niger. P-72333.

NORWAY—3569—License to manufacture **industrial air pollution equipment** for Scandinavian market. Engaged in engineering, has built steel structures such as bridges, smelting furnaces and smoke stacks. Has also fabricated some large scale industrial smoke filters. Leif W. Borresen, Mgr., Hosveis A/S, 3500 Honefoss, Norway. P-72314.

SWITZERLAND—2893—License to manufacture **electrostatic printing inks in powdered form.** The inks should especially be applicable to roto-gravers. Also interested in production of **offset printing inks** with special properties. Firm is leading manufacturer of printing inks and special paints. Operates modern facilities; employs 300. Eduard Kaech, exp. mgr., Dr. A. Landolt AG, 4800 Zofingen, Switzerland. WTD. P-72321.

THAILAND — 2844 — Joint venture to manufacture general line of **cosmetics.** Seeks technical assistance, machinery and equipment. Estimated cost of proposed plant about $250,000. Firm currently distributes laboratory, scientific and surgical instruments; industrial chemicals. Representative of Thai firm is presently visiting the U.S. to discuss arrangements with American concerns. Miss Paradee Amatyakul, c/o Mr. Pichai Tovivich, Massachusetts College of Pharmacy. 179 Longwood Ave., Boston, Mass. 02155 or Pricha Amatyakul, Mng. Dir., Vidhya Bhand Co., 152 Samyod, New Rd., Bangkok. WTD. P-72318.

UNITED KINGDOM—3423 — A major tool maker seeks to manufacture under license from U.S. firms any new products in the field of **handtools, garden tools and metal, timber or plastic cutting tools.** Company employs 3,000 people and has an annual sales volume of about $26 mil-

lion. N. Maris, Group Mfg. Director, Spear & Jackson Int'l Ltd., Aetna Works, Savile St., Sheffield S4 7UR, England. WTD. P-72325.

UNITED KINGDOM — 3559 — Licensing agreements for the manufacture of **specialized carbon steel and stainless steel fabrications for the oil and gas industry** sought by company established in 1925. Licenses for treatment plant equipment for shore-based facility to handle gas and oil also desired. F. N. Foster, Divisional Director, A.P.V.-Mitchell Ltd., 74 Purley Way, Croydon, Surrey, England. WTD. P-72328.

UNITED KINGDOM—3622—Producer of wide range of control systems for the food processing, cement and paper industries seeks licensing arrangements to manufacture and sell **pneumatic, electrical or hydraulic industrial control systems.** Firm employs 30 and has annual sales around $500,000. D. G. Buchanan, Managing Director, Carmanan Instrumentation Ltd., Colvilles Place, Kelvin Estate, East Kilbride, Glasgow G75 ORQ, Scotland. P-72316.

UNITED KINGDOM—3622—Substantial electronic components producer seeks licenses to manufacture and market **electronic liquid level control devices of the conductive, capacitative, load cell or pressure types.** Firm manufactures solid state relays, analogue control modules, speed sensing relays and alarm annunciators; reportedly maintains strong research and marketing division, and has authorized U.S. representative. British Trade Corp., Suite 329, 4921 Seminary Rd., Alexandria, Va. 22311. Attn: William C. Lewis, V. P. P-72322.

ZAMBIA—2834—License to manufacture **pharmaceuticals and cosmetics.** Interested in producing a range of cosmetics designed specifically for African consumer and pharmaceuticals which can be retailed through their chemist chains Firm has number of affiliates in Zambia. G. A. Stratos, sales mgr., Sardanis Assoc. (Zambia) Ltd., P.O. Box 2946, Lusaka, Zambia. WTD. P-72320.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number assigned each opportunity listed below.

CZECHOSLOVAKIA — A coal mining company in Czechoslovakia offers a **specialized damper filter** for manufacturing under license in the U.S. The filter was developed to reduce noise produced by combustion engines, and to oxidize CO to CO2. Reportedly, performance tests on both diesel and gasoline engines have proven very satisfactory. **File 2206**

UNITED KINGDOM — A specialized English company making a range of **emulsifiers whose end users are the textile and petroleum industries,** wishes to license its formulations to American companies. The areas offered are: chemical auxiliaries for jute processing; chemical auxiliaries for sisal processing; cutting and mold oil bases. Presently the company is exporting to more than 50 countries. **File 2207**

FRANCE—An established French company offers a licensing agreement for the manufacturing of their **safety valves.** Reportedly, the safety valve, with its accessory remote control panel, has been developed specifically to protect any high capacity storage or production unit from excessive pressures. Reported advantages are: tight shut-off, silent operation, rate of discharge is increased by 380%, set spring is mounted at control panel therefore unaffected by local plant conditions and other advantages. **File 2208**

FRANCE — An established company wishes to make a licensing arrangement with a U.S. firm to make **airborne communication equipment and meteorological equipment.** Included in the offering are airborne transceivers, air-to-air ground VHF/UHF links, ground transmitter receiver stations, test kits, guard receivers, sight recorder cameras, airborne cameras, film reader, miniradar, radar for meteorology and datascopes. **File 2209**

GERMANY—A reputable German company wishes to make a licensing arrangement with a U.S. firm to manufacture their **sealing compounds.** The compounds offered are particularly well suited for the engine and machine building industries. Reportedly these products have sold well. **File 2210**

GERMANY — An established German manufacturer of bathroom units wishes to license a U.S. firm to make their patented **one-piece prefabricated plastic bathroom units.** The ease of disinfecting the completely enclosed bathroom unit makes usage in hospitals and clinics especially attractive. The cost is estimated at less than half of a conventional U.S. bathroom. Production license arrangements have already been made in Japan, Norway, Sweden, Denmark, England, Belgium, France and Czechoslovakia. **File 2211**

NETHERLANDS — The Netherlands Patent Bureau on behalf of a client wants to make contact with a U.S. firm interested in manufacturing a **special recreation play-pen** under license. The pen is provided with loose poles, the tops of which can easily be connected with connecting rods. A net is then attached to the rods. The connection of the net is made in such a way that, in the ready-to-use position, the net will extend from the upper edge to the outside in a sloping fashion. **File 2212**

NETHERLANDS — The Netherlands Patent Bureau on behalf of a client would like to make arrangements with a U.S. firm to manufacture a patented **asparagus peeler,** which is equipped with knives that move lengthwise relative to the plant. The peeler has special rotating sections which rotate the asparagus or similar plant on its longitudinal axis, thus providing uniform, all-round peeling. **File 2213**

NETHERLANDS—A reputable foundry and engineering firm producing high quality gears and gearboxes wants a license arrangement with a U.S. firm to produce **planetary gears, variable ratio epicyclic gears, optical telescopes, and radio telescopes. File 2065-R**

SWITZERLAND — A well-established furniture manufacturer and retailer offers a manufacturing license for their **patented device for couches or beds.** The system permits portions or an entire bed or couch to be adjusted for either hard or soft. The system operates by means of laths which can be easily turned on hard rubber pivots. The system is particularly suitable for people with back problems. **File 2214**

SWITZERLAND — A small, specialized manufacturer of clamping tools offers manufacturing licenses for their line of **clamping tools** which incorporates some reportedly new technological features. "Down-Grip-Jaw" is a clamping tool that can be clamped at the upper edge of the jaws while permitting high precision operation of the down grip jaws. It is adaptable to almost every type of machine vice. "Machine Vices"—No spindles are needed, resulting in considerable time savings in the fabrication of both series and single pieces. Impulse-valves automatically control the clamping operation. "Air-Hydraulic Clamping Stamping Units"—These can be incorporated in various machinery fixtures. It provides for high force and operation strokes while being a very small unit consuming little compressed air. **File 2215**

SWITZERLAND — A small specialized producer of plastic items for the building industry offers manufacturing licenses for its line of **fiberglass reinforced plastic conduits for application by the building industry** or for electric installation companies. The prefabricated, standardized elements are used as cable-channels for electric and telephone cables. Their principal advantages are light weight, simple installation and excellent insulating and corrosion-resisting properties. **File 2216**

SWITZERLAND—An established Swiss firm offers manufacturing licenses for **two newly developed electronic apparatuses for monitoring the heart and blood pressure during physical exercise.** One device is placed on the chest and held by straps. Electronic sensors measure the heart frequency and transmit it acoustically to the wearer. The other device facilitates the surveillance of the heart activity of heart patients. This monitors acoustically as well as optically any irregularities. The device can be switched to recorders, writers and TV monitors and can be used for electrocardiograms. **File 2217**

SWITZERLAND—A medium-sized engineering firm specializing in the installation and distribution of electronic equipment offers their **automatic persons and vehicle entry control systems** for manufacturing under license. The systems generally include the use of coin changers, ticket dispensers, doorway turnstiles comprising readers and printers marking the hour of entrance on the ticket, electric clocks, recorders, unlocking devices and a central power supply control system. **File 2218**

SWITZERLAND—A well-known Swiss hospital equipment maker offers a U.S. manufacturer the licensing rights to their **disinfecting apparatus, operating and X-ray equipment.** The disinfecting equipment is equipped with electronic programming devices, permitting single or combined operations (drying, sterilizers, aerating vacuum treatment). All units are designed as modular systems and can be combined in any way. The operating tables, seats and accessories are for all kinds of operations. The X-ray devices for the positioning of patients. Also included is a complete line of extension items for the treatment of fractures. **File 2119**

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-976, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Livestock farms

01397—FRANCE — Raw wool, sorted. Henri Viguier (representative), 11, ave. Foch, 59-Mouvaux. WTD in prep.

Dairy products

20232 — HONG KONG — Canned fresh milk. Nash & Dymock Ltd. (importer, dist., agent), 105 Chatham Rd., P.O. Box 6836, Kowloon. WTD in prep.

20264—HONG KONG—Canned chocolate milk. Nash & Dymock Ltd. (importer, dist., agent), 105 Chatham Rd., P.O. Box 6836, Kowloon. WTD in prep.

Canning, preserving foods

20310—CANADA—Dry salted cod, pollack, hake, haddock, cusk. Maximum moisture content of 38 to 40 percent, packed in 50 or 100 lb. cartons or wooden boxes. Pickled alewives, mackerel, herring. Packed in 100 or 200 lb. barrels or plastic containers. Miss Keyton, Caribbean Export Mgr., Terfloth & Kennedy Ltd. (importer), 666 Sherbrooke St. West, Montreal 111, Quebec. WTD 5/72.

20330—SPAIN—All classes of canned fruits, vegetables. De la Fuente Hermanos, S.A. (importer, dist.), Avda. Menéndez Pelayo, 131, Madrid (7). WTD 4/72.

20350—SPAIN—All classes of pickles, sauces, salad dressings. De la Fuente Hermanos, S.A. (importer, dist.), Avda. Menéndez Pelayo, 131, Madrid (7). WTD 4/72.

Beverage industries

20851—SPAIN—All classes of distilled liquors. De la Fuente Hermanos, S.A. (importer, dist.), Avda. Menéndez Pelayo, 131, Madrid (7). WTD 4/72.

Broad woven fabric mills, cotton

22110—FRANCE—Broad woven fabrics: curtains, draperies for household furnishings. Union Textile De L'Est, S.A. (dist., mfr.), 34-36, av. de Périgueux, 67-Bischheim. WTD in prep.

22114—THAILAND — Permanent-press fabrics for making men's shirts, 65% polyester and 35% cotton. Requests samples, c.i.f. Bangkok prices. Hara (Thailand) Co., Ltd. (mfr.), 797 Soi Wat Phai Ngeon, Yannawa, P.O. Box 12/20, Bangkok. WTD 12/71.

22117 — JAMAICA — Finished cotton broad-woven fabrics; upholstery, drapery fabrics. Direct purchase & agency. Creative Interiors, (importer, dist., decorating consultant), 4 Mallet Ave., Kingston 10, Attn: Mrs. Sharon Shaw. WTD in prep.

22118—AUSTRIA—Modern style cotton bed cloth and sheeting. Quotations c.i.f. European port. Peter A. Holub (importer, dist., agent), Wiedner Hauptstrasse 23-25, A-1040 Vienna. WTD 5/71.

22119—AUSTRIA—Modern pattern cotton towels and bath towels, also terry cloth. Quotations c.i.f. European port. Peter A. Holub (importer, dist., agent), Wiedner Hauptstrasse 23-25, A-1040. Vienna. WTD 5/71.

Broad woven fabric mills, manmade fiber, silk

22210—FRANCE—Man made fibers, silk: curtains, draperies for household furnishings. Union Textile De L'Est, S.A. (dist., mfr.), 34-36, av. de Périgueux, 67-Bischheim. WTD in prep.

Textile goods

22940—GERMANY—Textile waste for production of grinding wheels. Kampmann, Karl, Polier und Schleifmittelfabrik (importer, dist., mfr.), 60 Carl Severing Str., 4812 Brackwede. WTD 4/72.

22992—JAMAICA—Linen drapery, upholstery fabrics. Direct purchase & agency. Creative Interiors, (importer, dist., decorating consultant), 4 Mallet Ave., Kingston 10, Attn: Mrs. Sharon Shaw. WTD in prep.

Men's, youths', boys' furnishings, work clothing

23214—AUSTRIA—Men's shirts, modern design. Quotations c.i.f. European port. Peter A. Holub (importer, dist., agent), Wiedner Hauptstrasse 23-25, A-1040 Vienna. WTD 5/71.

23219 — GERMANY — Cotton men's shirts, cheap mass production, for transit to African, Near East countries. Direct purchase & agency. Moussa & Co. Aussenhandels GmbH. (importer, agent, exporter, broker), 16 Schoene Aussicht, 6000 Frankfurt/Main 1. WTD 5/72.

23271—NEW ZEALAND—Mens dress, sports trousers. Benson Blenkarn Ltd. Attn: W. J. Benson, Mgr. Dir. (importer, dist., mfr.), 123 Albert St., Auckland. 1. WTD in prep.

Fabricated textile products

23910—AUSTRIA—Draperies, manmade fiber fabrics, cotton, plastics. Stern & Co., Gesellschaft m.b.H. (importer, dist.), Wollzeile 20, P.O. Box 107, A-1011 Vienna. WTD 5/72.

23920—AUSTRIA—Shower bath curtains, including plastic; tablecloth, slip covers, related articles. Stern & Co., Gesellschaft m.b.H. (importer, dist.), Wollzeile 20, P.O. Box 107, A-1011 Vienna. WTD 5/72.

Millwork, veneer, plywood, items

24316—FRANCE—Ornamental moldings. Societe Brio (dist., mfr.), 2, ave. de l'Industrie, 69-Corbas. WTD in prep.

Wood products

24995—PAKISTAN—Battery separators. Engineering Service Co. (importer, dist., agent), 46 Bibi Pak Daman, Lahore. WTD 5/72.

Office furniture

25223—ZAMBIA—Cabinets, cases for complete sets of microfilm filming equipment. Requests prices c.i.f. Lasaka. Direct purchase & agency. Girex Zambia Ltd., Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

Office equipment, store fixtures

25420—ZAMBIA—Complete range of office equipment, fixtures. Direct pur-

chase & agency. Girex Zambia Ltd., Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

Paper mills

26210—ISRAEL—Paper, all kinds, except newsprint—in rolls, sheets. Arnold Trading Co. Ltd. (importer, dist., agent), 15 Carlebach St., P.O. Box 23142, Tel Aviv. WTD 8/71.

26217—GERMANY—Kraftliner, waterproof laminated, 440 gr/m², approximately 200 metric tons per mo. Wellpappenwerk G.m.b.H. (mfr., exporter), 27 Industriestrasse, D-7520 Bruchsal. WTD 4/72.

26219—ITALY—Abrasive paper for automobile body polishing. Rombo 70, S.r.l. (importer, dist.), Via Augusto Dulceri 74/74-A, 00176 Rome. WTD 5/72.

Converted paper, paperboard items

26414 — NEW ZEALAND — Plastic backed, reinforced, laminated self-adhesive tapes for water proof jointings. Samples, product brochures, prices requested. Blades Plastics Ltd., Attn: F. J. W. Bierens, Gen. Mgr. (mfr.), 73–75 O'Rorke Rd., Penrose, Auckland, 6. WTD 5/72.

26440—JAMAICA—Wall paper. Brochures, price list requested. Direct purchase & agency. Creative Interiors, (importer, dist., decorating consultant), 4 Mallett Ave., Kingston 10. Attn: Mrs. Sharon Shaw. WTD in prep.

26470—AUSTRIA—Disposable hospital gowns, laboratory coats. Reazent Allgemeine Handelsgesellschaft m.b.H. (importer, dist.), Theresiengasse 11, A-1180 Vienna. WTD 5/72.

Industrial chemicals

● **28100—IRAN**—Supply of sodium carboxymethylcellulose, 55 tons, low viscous CMC, granules, viscosity of 5% solution, not more than 200 CPS. (F.B. Viscometer). Tender No. 1155, bid deadline 9 a.m., Aug. 6. The National Iranian Steel Corp. (NISC), Avenue Pahlavi, corner of Takht-Jamshid, Tehran. Tender with terms and conditions available from the Chemicals and Rubber Division, BDC-710, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3464). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

28199—ZAMBIA — Chemical reagents used in mining operations. Requests price list. Direct purchase & agency. International Mining Equipment Ltd., Attn: M. R. Patel, Company Dir. (importer), P.O. Box SK. 64, Ndola. WTD in prep.

Synthetic materials

28210—New ZEALAND—Polyethylene, butyl rubber, polyvinyl chloride sheet for use in manufacture of water storage systems, pillowtanks, lining of farm dam, storage systems, weather protection on construction sites, truck farming, hothouse applications. Samples, product brochures, prices requested. Blades Plastics Ltd., Attn: F. J. W. Bierens, Gen. Mgr. (mfr.), 73–75 O'Rorke Rd., Penrose, Auckland, 6. WTD 5/72.

28211—ITALY — Pliable, unsupported, clear or colored plastic in sheets or rolls for file folders, book covers. Registri Buffetti (importer, dist., mfr.), Via del Banco di Santo Spirito 56, 00186 Rome. WTD 5/72.

28219—FRANCE—New resins for application in the plastic, chemical and electronic industries. Resins should meet high performance standards resisting thermal, chemical, electrical or mechanical actions. France Importation, (importer, dist.), 123 rue de Billancourt, 92–Boulogne-Billancourt. WTD 4/72.

Detergents, cleaning preparations

28420—ITALY — Industrial cleaning chemical preparations. Direct purchase & agency. M.A.E.P. (importer, dist., agent), Via Steffenone 4, 10134 Torino. WTD 5/72.

Paints, varnishes, lacquers, enamels

28514—AUSTRIA—Paints, outdoor and indoor. Leo K. Chini (importer, dist., retailer), Bruennlbadgasse 12, A-1090 Vienna. WTD 5/71.

Agricultural chemicals

28700—FRANCE — Fertilizers, agricultural chemicals. Direct purchase & agency. Société Commerciale des Etablissements Perrel, (importer, dist.), 20-22 avenue de la Libération, 53–Saint-Berthevin les Laval. WTD 4/72.

● **28700—IRAN**—Supply of agricultural fungicides—100 tons containing 80% active ingredient, zinc ion and manganese ethylenebisdithiocarbamate coordination product; and 50 tons, containing 80% active ingredient, manganese ethylenebisdithiocarbamate (maneb), packed in kraft paper having aluminum wrapper with inside polyethylene liner, weighing net one or two kilos (or two to three or four pounds) placed into strong cartons or wooden cases. Tender No. 13874, bid deadline 9 a.m., July 22. Iranian Tobacco Co., Tehran. Tender with general conditions and specification available from the Chemicals and Rubber Division, BDC-710, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3420). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Chemical products

28990—NORWAY—Rust and corrosion inhibitor, moisture removing, with lubricating effect for use in mechanical and electrical equipment; in aerosol dispensers or in bulk. Direct purchase & agency. A/S Nor-Marine (importer, dist., agent), Bygdøy Allé 98, Oslo 2. WTD 8/72.

Fabricated rubber products

30691—ZAMBIA—Rubber conveyor belts used in mining operations. Requests price lists. Direct purchase & agency. International Mining Equipment Ltd., Attn: M. R. Patel, Company Dir. (importer, mfr.), P.O. Box SK 64, Ndola. WTD in prep.

30697—ISRAEL—Orthopedic laboratory and medical rubber sundries to include urinals; prophylactics; diaphragms; water bottles; nipples/pacifiers; syringes; etc. Technion, The Aba Khoushy School of Medicine, Haifa, 12 Ha'alyah St., P.O. Box 9649, Bat-Galim, Haifa, Attn: Dr. Winterstein. WTD in prep.

Plastic products

30790—ISRAEL—Plastic "water-beds" (aquabeds). INTERES Investment & Management Co. Ltd. (importer, dist., agent), 2 Struk St., P.O. Box 16154, Tel Aviv. Cable: MARTINVEST TEL-AVIV. WTD in prep.

30796 — ZAMBIA — Plastic windows, doors. Direct purchase & agency. Girex Zambia Ltd., Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

30798—AUSTRIA — Plastics bathroom accessories. Stern & Co., Gesellschaft m.b.H. (importer, dist.), Wollzeile 20, P.O. Box 107, A-1011 Vienna. WTD 5/72.

Structural clay products

32550—JAMAICA—Fire bricks for lining fire boxes and ceramic kilns. Request quotations on sizes, prices c.i.f. per 1,000 Kingston. Aiken's Clay Works, Attn: William G. Aiken (dist., mfr.), 16 Tarrant Dr., Kingston 10. WTD 6/71.

Steel mill products

● **33100—INDIA**—1,220 sets of fully finished and assembled steel carriage wheel sets, each consisting of axle, solid forged or rolled wheels and other components. Tender No. RC/8264/8228/8280/02/RB-1/308-72, Bharat Earth Movers Limited, Bangalore 17, Mysore State, India. Bid deadline July 26. Copy of above tender is available from Bureau of Domestic Commerce-786, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2613).

33126—ISRAEL—High pressure steel pipes of 20″, 40″ diameter, standard spec: Schedule 160 xx, 200 ARM. (3000 Psi WoG), for dry air at ambient temperature; requirement: about 100 meters of each size. Technion, Israel Institute of Technology, C. H. Lublin, Head of Purchasing Dept., Haifa, Cable: Technion Haifa. WTD 7/71.

Primary smelting, refining of nonferrous metals

● **33300—IRAN**—Supply 20 tons with the following analysis: Sn=5%, Sb=15%, Cn=1%, Pb=78.5%. Tender No. 234/51, bid deadline July 29. Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007. Ref. 731-41. A copy of specification is available for review only, not for loan, in the Miscellaneous Metals and Minerals Program, BDC, Room 2002, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2692).

Rolling, drawing, extruding of nonferrous metals

● **33500—COLOMBIA** — The Instituto Colombiano de Energia Electrica—ICEL (Colombian Institute of Electric Power), an official institute of the Ministry of Public Works, has published a tender in reference for the supply of 350,000 kilograms (350 mt. t.) of electrolyte copper wire destined to the transmission lines and networks of the Departamentos (States) of Antioquia, Atlantico, Bolivar, Boyaca, Cauca, Corboda, Cundinamarca, Huila, Magdalena, Meta, Narino, Santander, Sucre and Tolima. Specifications may be purchased at the Biblioteca de ICEL, Carrera 13 No. 27-00, Oficina 310, Bogota, Colombia, for 1,200 Colombian pesos, first copy, and 600 pesos each

additional copy. These amounts will not be refunded. The current official rate of exchange is approximately 21.50 pesos equal $1. All bidders must enclose with their offer a Seriousness Guarantee Bond equivalent to 300,000 pesos, valid for 120 days after the closing date of the tender. Supply of the material in question must be effected 60 days after ICEL has delivered the corresponding Import License. Bids must be submitted to the Secretaria General del ICEL, Carrera 13 No. 27-00, Bogota, Colombia, before 3 p.m., July 4.

● 33500—URUGUAY — Administracion General de las Usinas Electricas y Telefonos del Estado, Seccion Licitaciones, Paraguay 2431, Piso 8, Montevideo, invites bids for electrolytic copper wire, 7.5 metric tons, insulated, for transformer coiling. Tender No. 6810. Bid deadline July 4. Correspondence preferred in Spanish. All interested parties must enter bids through their Uruguayan agent or representative.

● 36612—UGANDA—East African Posts and Telecommunications Corp. plans to purchase 3- and 12-channel open-wire carrier equipment in the near future. Tender No. 3/71. Tender documents will be issued by the Crown Agents for Oversea Government and Admin., 4 Millbanks, London S.W.1, England, to firms registered with them as suppliers of carrier equipment.

Cutlery, hand tools, general hardware

34230—GERMANY—Hand tools of all kinds. Direct purchase & agency. Moeller, Werner, KG (importer, dist., mfr.), 58 Adolf-Westen-Str., 563 Remscheid. WTD 5/72.

34231—GERMANY — Mechanic's hand service tools. Direct purchase & agency. Moeller, Werner, KG (importer, dist., mfr.), 58 Adolf-Westen-Str., 563 Remscheid. WTD 5/72.

34231—SPAIN—Tools, mechanics, hand service. Cabezón Herrera, S.A. (importer, dist.), Núñez de Balboa, 14, Madrid (1). WTD 4/72.

34292—SINGAPORE — Swivel plates, locks, handles, chair controls, casters, other components, all in connection to furniture making. Richard Yang Chin Fatt, Mgn. Dir., Yang Ah Kang & Sons Pte. Ltd. (importer, dist.), 64 East Coast Rd., Singapore 15. WTD 4/72.

Heating apparatus, plumbing fixtures

34320—JAMAICA—Bathroom plumbing fixture fittings, trim, decorative, standard designs. Brochures, price list requested. Direct purchase & agency. Creative Interiors, (importer, dist., decorating consultant), 4 Mallet Ave., Kingston 10, Attn: Mrs. Sharon Shaw. WTD in prep.

Fabricated metal products

● 34900—INDIA—1,580 gate and check valves in sizes 2" to 36" for a heavy water project in Kota, India. Valves required for systems containing moist H2S gas or water saturated with H2S. Tender document No. PDN/HWP/MTL/131, available for $16.65 plus $5.00 postage from Head, Purchase and Stores Division, Bhabha Atomic Research Centre (Purchase Division), Mohatta Bldg., 3rd Fl., Palton Rd., Bombay 1, India. Bid deadline July 31. A specimen copy of tender is available for review only, not for loan, from the General Industrial Equipment Program, Room 2814, U.S. Department of Commerce, Washington, D.C., 20230. ★(202-967-3155).

34940—GERMANY — Expansion joints (compensators) for high and very high pressures. Direct purchase & agency. Correspondence requested in German. Hawiko, Hauf & Wink K, (dist., mfr.), 1 Friedrichstal, 5608 Krebsoege (Rhld.). WTD 4/72.

Farm machinery

● 35200—GREECE—(1), Supply, installation and commissioning a complete slaughterhouse for poultry (2), a hatching house. To be constructed at Nigrita in Northern Greece. Specifications available on a short term loan basis to firms domiciled in the U.S. from General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C., 20230, ★(202 967-4317). Bid deadline August 3. Tender No. 2248.

35220—BRAZIL—Farm implements, machinery for cultivation of sugar cane, especially ploughs with a capacity to cultivate up to six acres of land per hr. Correspondence requested in Portuguese. Usina da Barra S.A. Açucar e Alcool, (sugar mill, alcohol distillery). Fazenda Paul D'Alho, Caixa Postal 54, 17340 Barra Bonita, SP. Attn: Antonio João de Camargo, Jr., Dir. WTD 3/72.

35220—THAILAND — Machinery using rice-husks as filler for animal feed. Requests c.i.f. Bangkok prices, brochures, literature, technical know-how. Lee Tang Long Rice Mill Co., Ltd. (exporter), 1–5 Lumpoonchai Rd., Samyek, Bangkok. WTD 5/72.

35228—ETHIOPIA—50 small threshing machines for wheat, barley, beans, peas, rice, etc., and local crop known as "teff," about size of a fine grass seed. Machine should be single axle, mounted on pneumatic wheels, equipped with drawbar for easy towing, capable of operation by diesel engine or by power take-off of agricultural tractor. Power demand of thresher should not exceed 8 to 12 hp, capacity should be approx. 500 to 700 kg/hr. Spare parts for two yrs. operation should be listed. Illustrated catalogs with detailed specifications, instruction manuals requested in duplicate. Price quotations f.o.b. East Coast and c.i.f. Assab and Djibouti required. If c.i.f. prices unobtainable, shipping volume and weight should be supplied. Technical Trading Co. (TECTRACO) (importer, dist., agent), Dejazmach Wolde Mikael St., P.O. Box 579, Addis Ababa. WTD 4/72.

35228—FRANCE—Products, and equipment for poultry, hog breeding. Direct purchase & agency. Union Franco-Suisse, (importer, dist., mfr.), 105 rue Isambard, 27–Pacy-sur-Eure. WTD 4/72.

Construction, mining, materials handling machinery, equipment

● 35300—SOUTH AFRICA — Heavy medium separation drum plants comprising five coarse ore drum plants, each capable of handling 545 t/h and three medium ore drum plants, each capable of handling 365 t/h, Tender No. SA 4; washing and screening plant with an average capacity of 4500 t/h iron ore Tender No. SA5; bid deadline for both tenders August 31. The Head, Capital Buying, South African Iron and Steel Industrial Corp. Limited, P.O. Box 450, Pretoria, Transvaal. The enquiry documents available from the above address with a deposit of R250 ($330) which will only be refunded on receipt of a bona fide tender for the complete plant.

● 35300—SOUTH AFRICA — Complete iron ore bedding/blending and reclaiming plant and loadingout station—Tender No. S.A. 2; Degradation screening, fine crushing, stockpiling and conveying plant for iron ore-tender No. SA 3; bid deadline August 31. The Head, Capital Buying, South African Iron and Steel Industrial Corp. Limited, P.O. Box 450, Pretoria, Transvaal. Enquiry documents are obtainable at the above address

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and supplire by U.S. Commercial Officers overseas.

20111—ISRAEL—Frozen beef liver, kosher; select and/or regular quality; packed in cartons. Requirement, one container (25 metric tons) at a time; delivery at regular intervals. Kosher certificates to accompany shipments. Soglowek Ltd, Meat Products Factory, (importer, dist., retailer), P.O. Box 70, Nahariya, Attn: Reuven Maskit, Dir. WTD in prep.

22210—NEW ZEALAND—Knitted, woven textiles for manufacture into men's trousers. Samples, prices requested. Benson Blenkarn Ltd. Attn: W. J. Benson, Mng. Dir., (importer, dist., mfr.), 123 Albert St., Auckland, 1. WTD in prep.

34230—NORWAY—Plumbers hand tools. Fredr. A. Nilsson, (importer, dist.), Trondheimsveien 37, Oslo 5. WTD 5/72.

35316—KUWAIT—Equipment for mixing, processing, laying surry seal-asphalt and aggregate base for road pavement. Equipment needed in conjunction with government tender calling for 40 km. section paved ⅛" thickness, approx. 10 meters wide. SAYEGH, Ali Contracting Co. (importer, contractor), P.O. Box 9014, Ahmadi. Telex: Vigo 4216, Attn. Mr. C. A. Pearson. WTD in prep.

35319 — INDIA — "Laxa-Banken" type timber bolsters with automatic release pins for unloading. Equipment generally used on trucks, trailers for logging timber. Mahindra Owen Ltd. Attn: K. S. Parthasarthy, Eng. Mgr., (mfr.), 148 Bombay-Poona Rd., Pimpri, Poona, Maharashtra. WTD 6/71.

35420—NORWAY—Machine tools; bending. Fredr. A. Nilsson, (importer, dist.), Trondheimsveien 37, Oslo 5. WTD 5/72.

35890—NORWAY—Sewer cleaning machines. Fredr. A. Nilsson, (importer, dist.), Trondheimsveien 37, Oslo 5. WTD 5/72.

37313 — CAMEROON — Two steel-hulled commercial fishing boats fitted for shrimping. Length approx. 66 ft., beam approx. 18 ft. Power: Caterpillar 450 HP diesel preferred. Societe Industrielle des Peches du Cameroun (SIPEC), (commercial fishing), B. P. 1378, Douala. WTD in prep.

against a deposit of R250 ($330) which will only be refunded on receipt of a bona fide tender for the complete plant.

● **35300—SOUTH AFRICA** — Heavy medium separation cyclone plants comprising: four interfraction plants, each with a throughput capacity of 143 t/h of interfraction (— 10 + 6mm) and five fine ore plants, each with a throughput capacity of 225 t/h of fine ore fraction (— 6 + 0, 21mm). Tender No. S.A. 7; bid deadline August 31. The Head, Capital Buying, South African Iron and Steel Industrial Corp. Limited, P.O. Box 450, Pretoria, Transvaal. The enquiry documents are obtainable from the above address with a deposit of R250 ($330) which will only be refunded on receipt of a bona fide tender for the complete plant.

35310—LIBYA — Trucks, graders, 4–10 ton rollers, asphalt and concrete laying machines, soil-testing equipment, reflective signs and paint, and line-painting equipment. Any other equipment for road-building and surfacing and for airport runway and apron surfacing. Gen. Co. for Construction & Maintenance of Roads (importer), P.O. Box 4253, Sidi Hussein, Benghazi. WTD in prep.

Metalworking machinery

35420—ZAMBIA—Machinery for manufacturing copper finished goods such as pipes, bars, rods. Girex Zambia Ltd., Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

35421—PERU—Machinery to produce fine steel wire springs to be used in manufacture of ventilated air cushions for automobiles. Comercial Rolen S. A. "Rolensa" (importer, mfr., retailer), Avenida Juan Rissi # 155, Barranco, Lima, Apartado 1525. WTD 3/71.

35421 — ZAMBIA — Automatic bending machine for round and square pipes ranging from 20 to 100 mm. diameter. Requests prices, landed costs Lusaka. Girex Zambia Ltd., Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

35441—SPAIN—Tools consisting of miller cutterheads with standard hard metal or ceramic strips; other hard metal type tools for automobile manufacturing industry. Importmetal (importer, dist.), Edificio Albia, Bilbao (1). WTD 4/72.

35480—ITALY — Machinery, equipment for continuous pickling of steel ribbons, strips, pipes, etc. Polivynfer, S.r.l. (mfr.), Via Gioberti 2, 20123 Milano. WTD in prep.

35480—NORWAY — Metalworking machinery; pipe. Fredr. A. Nilsson, (importer, dist.), Trondheimsveien 37, Oslo 5. WTD 5/72.

35410 — NORWAY — Machine tools; threading, cutting. Fredr. A. Nilsson, (importer, dist.), Trondheimsveien 37, Oslo 5. WTD 5/72.

35482 — ITALY — Pneumatic hand tools (hammers, polishers, grinders, drills, etc.) for automobile body repair shops. Rombo 70, S.r.l. (importer, dist.), Via Augusto Dulceri 74/74-A, 00176 Rome. WTD 5/72.

35482 — SPAIN — Tools, hand, power-driven, parts, attachments. Cabezón Herrera, S.A. (importer, dist.), Núñez de Balboa, 14, Madrid (1). WTD 4/72.

Special industry machinery

35540 — IRAN — Machinery, equipment for carton producing plant. Closing date for accepting offers Aug. 1. Specifications, details available from Business Opportunities Staff, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Astan Ghods Industries & Mines Org. (importer, mfr.), P.O. Box 194, Meshed. WTD 6/71.

35590—BRAZIL—Machinery for equipping planned antibiotics factory. Jaime Monteiro, Delta Aparelhos Cientificos Ltda., Rua Desembargador Martins Pereira, 221, Caixa Postal 1416, Recife. WTD 1/72.

35590—INDIA—Equipment to manufacture 2500 television receiving sets annually. Supplier also required to provide technical know-how. Sudarshan Engineering Co. Pvt. Ltd., Attn: S. C. Chokhani (dist.), 23 Maheshwari Mansion, 34 Nepeansea Rd., Bombay 6. WTD 6/71.

35590—ITALY—Machinery for production of standard tapered gypsum wallboard with paper facing and backing in panels measuring 1.20 by 3.00 meters, thickness 10 and 13 millimeters; initial annual production estimated at 500,000 sq. meters. Requests information, prices. Vittorugo Guerrieri, Societa Italiana Di Commercio, S.R.L., Via Santi Quattro 27, 00184 Rome. WTD in prep.

35590—THAILAND — Machinery using rice-husk, sulphuric acid and caustic soda as raw materials for producing active carbon, sodium sulphate, silica. Requests c.i.f. Bangkok prices, literature, brochures, technical know-how. Lee Tang Long Rice Mill Co., Ltd. (exporter), 1–5 Lumpoonchai Rd., Samyek, Bangkok. WTD 5/72.

35591—ITALY—Regeneration plants for hydrochloric or sulphuric acid from used pickling baths. Polivynfer, S.r.l. (mfr.), Via Gioberti 2, 20123 Milano. WTD in prep.

35593—SURINAM — Molding machine for disposable plastic drinking cups. Chou's & Co. (importer, mfr., agent), Dr. Sophie Redmondstraat 11, P.O. Box 1289, Paramaribo. WTD 10/71.

35595 — CZECHOSLOVAKIA — Know-how, license and/or machinery and equipment for production of halogen car bulbs type H 4. Know-how or license should cover following operations: technology of production of semi-finished products, such as heat treatment of filaments, fastening of filaments on supporting system; assembly of internal system; assembly of a cell; final assembly. Polytechna (foreign trade company for sale and purchase of licenses, patents), Ing.Vitezslav Bonac, Deputy-Chief, Dept. for Licenses, Panska 6, Prague 1.

35595 — PAKISTAN — All necessary equipment to manufacture annually 30,000 low-voltage circuit fuses. Requests turnkey plant. Bombay Electric Works, (importer, dist.), 4A New Cloth Market, Dunolly Rd., Karachi. WTD in prep.

General industrial machinery

● **35600—SINGAPORE** — Supply, delivery, erection, testing and maintenance of water treatment equipment and pumping equipment, rated capacities 40 and 50 million gallons per day. Reference No. WE. 911352, contract No. H-32-11; bid deadline July 31. Tender documents available from consulting engineers, Renardet Singapore, 2 Winstedt Rd., Singapore 9 with a deposit of S $500; or from consulting engineers, Renardet Engineering 5, bis rue Keppler, Paris 16 eme, France with a deposit of 68 pounds sterling made payable to Messrs. Allen & Williams. Tender deposit will be refunded to tenderers who have submitted a bona fide tender.

35662—FINLAND — Mechanical industrial drives, drive systems, components. SKS Suomalainen Kone Osakeyhtiö, Attn: Mr. Jarl Lindholm, Mng. Dir. (importer, dist., agent), Nokiantie 2-4, 00510 Helsinki 51. WTD 2/72.

35690 — GERMANY — Wrapping machines for non-food consumer goods, using plastic film. Direct purchase & agency. DESCO Maschinenfabrik A.W. Wilisch K.G. (importer, dist., mfr.), 46 Pittlerstr., Postf. 1380, 6070 Langen/Hessen. WTD 5/72.

Office, computing, accounting machines

35730—TAIWAN—Electronic data processing systems for scoring of examination papers automatically. Chian Yi Enterprise Co., Ltd. (importer, agent, exporter), P.O. Box 58863, Taipei. WTD in prep.

35731—FRANCE—Second-hand computers, IBM small and medium 360 series, or equal. Ordinateurs Express, Attn: A. Richard Marks, Pres. (importer, agent, services), 3, rue Pelouze, Paris 8e. WTD in prep.

35741 — SINGAPORE — Low-cost micro calculators and medium priced calculators for office use. Quek Tee Sin, Mng. Dir., Eastland Trading Co. (importer, dist., agent), 271A–283A Selegie Shopping Complex, Selegie Road (G.P.O. Box 1128), Singapore 7. WTD 5/72.

Service industry machines

35892—ITALY—Industrial plant cleaning, maintenance machinery, equipment. Direct purchase & agency. M.A.E.P. (importer, dist., agent), Via Steffenone 4, 10134 Torino. WTD 5/72

Machinery

35990 — INDIA — Special purpose machinery for assembling valve core of tire tube valve, for horizontal upset forging for valve head of truck tire valves. Sah & Sanghi (dist., mfr., retailer), Prakash Mills Compound, off Globe Mills Passage, Worli, Bombay 13. Attn: Mr. Vinod Sanghi (Works Dir.). WTD 5/72.

Electric transmission, distribution equipment

36112—GERMANY—Frequency and volt meters. Elektro Metall Export GmbH, (importer, dist., agent), 29 Jaegerhofstr., 4 Dusseldorf. WTD in prep.

Electrical industrial apparatus

36220—FINLAND—Electrical and electronic industrial controls, such as special driving and regulating systems, accessories. SKS Suomalainen Kone Osakeyhtiö, Attn: Mr. Jarl Lindholm, Mng. Dir. (importer, dist., agent), Nokiantie 2-4, 00510 Helsinki 51. WTD 2/72.

Communication equipment

36626 — FRANCE — Videorecorders. Bolex France (mfr.), 7, rue Galvani, 75-Paris 17. WTD in prep.

Electronic components, accessories

36743—PAKISTAN—Diodes, rectifiers. Engineering Service Co. (importer, dist.,

agent), 46 Bibi Pak Daman, Lahore. WTD 5/72.

36790—FINLAND — Electronic components for industrial controls, such as special driving, regulating systems. SKS Suomalainen Kone Osakeyhtiö, Attn: Mr. Jarl Lindholm, Mng. Dir. (importer, dist., agent), Nokiantie 2-4, 00510 Helsinki 51. WTD 2/72.

36795—GERMANY—Electronic, electromechanical devices, components for aircraft construction. Elektro-Metall Export GmbH, (importer, dist., agent), 29 Jaegerhofstr., 4 Duesseldorf. WTD in prep.

36795—GERMANY—Recording magnetic tapes for cartridge sound recorders, unrecorded, for transit to African, Near East countries. Direct purchase & agency. Moussa & Co. Aussenhandels GmbH. (importer, agent, exporter and export broker), 16 Schoene Aussicht, 6000 Frankfurt/Main 1. WTD 5/72.

Electrical machinery, equipment

36930—ISRAEL — X-ray equipment including X-ray tubes; electrotherapeutic apparatus. Technion, The Aba Khoushy School of Medicine, Haifa, 12 Ha'alyah St., P.O. Box 9649, Bat-Galim, Haifa, Attn: Dr. Winterstein. WTD in prep.

Motor vehicles, equipment

37130—ZAMBIA—Twelve (12) amphibious motor vehicles capable of traveling on land and water. Vehicles must also be capable of carrying loads of at least five tons. Girex Zambia Ltd; Attn: Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

37141—FRANCE—Motor vehicle parts, accessories, for Willys Jeep automobiles as used by U.S. army. Direct purchase & agency. SOPAC–Neuilly (importer, dist.), 8bis, rue de Rouvray, 92-Neuilly-sur-Seine. WTD in prep.

Aircraft, parts

37213—ZAMBIA—Quotations for the supply of amphibious aircraft for not less than 12 passengers. Price c.i.f. Lusaka. Direct purchase & agency. Girex Zambia Ltd., Rinaldo Sacchi, Gen. Mgr. (importer, dist., agent), P.O. Box 3723, Lusaka. WTD in prep.

37291—GERMANY — Filter caps, fuel strainers, aircraft. Elektro Metall Export GmbH, (importer, dist., agent), 29 Jaegerhofstr., 4 Duesseldorf. WTD in prep.

37291—GERMANY—Antennas, aircraft. Elektro Metall Export GmbH (importer, dist., agent), 29 Jaegerhofstr., 4 Duesseldorf. WTD in prep.

Railroad equipment

● **37400—THAILAND**—Supply of 30 ballast cars and two towed graders, meter gauge. Also six railway passenger pullman cars, meter gauge. Bid deadline Aug. 29. Bids to include proposal for financing preferably at no more than six percent interest, two-year grace period, 10-year repayment period. Stores Bureau, State Railway of Thailand, Krunghasem Road, Bangkok. Tender documents available from above address. Copy of tender documents available on loan from Transportation Equipment Division, OBRA, BDC, Room 1118, U.S. Department of Commerce, 14th & Constitution Ave., NW., Washington, D.C. 20230, ★(202-967-3296).

Transportation equipment

37910 — GERMANY — Trailer coaches, housing type. Rohde Wil KG, (dist.), 3–5 Ludwigstrasse, 46 Dortmund. WTD in prep.

Laboratory, instruments

38110 — ISRAEL — Laboratory testing, scientific instruments; laboratory equipment, furniture; laboratory incubators; haemoglobinometers; blood testing apparatus. Technion, The Aba Khoushy School of Medicine, Haifa 12 Ha'alyah St., P.O. Box 9649, Bat-Galim, Haifa, Attn: Dr. Winterstein. WTD in prep.

Surgical, medical, dental instruments, protective clothing

38410—ISRAEL—Medical, surgical, ophthalmic instruments, apparatus and related equipment, to include blood transfusion, blood pressure apparatus; physician's diagnostic apparatus; anesthesia apparatus; bone drills, rongeurs; bronchoscopes; surgical forceps; catheters; cystoscopes; gastroscopes; inhalators; hypodermic needles, syringes; oxygen tents; physiotherapy equipment, electrical; stethoscopes, stethographs, etc. Technion, The Aba Khoushy School of Medicine, Haifa, 12 Ha'alyah St., P.O. Box 9649. Bat-Galim, Haifa. Attn: Dr. Winterstein. WTD in prep.

38420—ISRAEL—Orthopedic, prosthetic, surgical appliances, supplies, to include infant incubators; iron lungs; gynecological equipment, supplies; artificial limbs, fracture appliances, supporters, braces, trusses; bandages, dressings, sutures, medicated plasters; wheelchairs, stretchers, crutches; artificial grafts for surgery; hydrotherapy equipment, supplies; radiation shielding aprons, gloves, sheeting; hearing aids, etc. Technion, The Aba Khoushy School of Medicine, Haifa, 12 Ha'alyah St., P.O. Box 9649, Bat-Galim, Haifa, Attn: Dr. Winterstein WTD in prep.

38423 — ZAMBIA — Protective clothing used in mining operations; safety appliances used in mining operations. Requests price lists. Direct purchase & agency. International Mining Equipment Ltd., Attn: M.R. Patel, Company Dir. (importer, mfr.), P.O. Box SK.64, Ndola. WTD in prep.

Photographic equipment

38613 — FRANCE — Projectors, projection screens, 8 mm. Société d'Etudes et Techniques Modernes, (importer), 24, quai Michel Féré, 76 Le Havre. WTD in prep.

Jewelry, silverware, plated ware

39130 — AUSTRIA — Artificial (synthetic) diamonds, precious and semi-precious stones for manufacture of jewelry. Stern & Co., Gesellschaft m.b.H. (importer), Wollzeile 20, P.O. Box 107, A-1011 Vienna. WTD 5/72.

Toys, amusement, sporting goods

39410—FRANCE — Games, toys, educative for young children. Direct purchase & agency. Scolavox, (importer, dist., mfr.), Boîte Postale 85, 86, Poitiers. WTD in prep.

39490—YUGOSLAVIA—Equipment, design, consultation and training of operating personnel for in-door and out-door salt water swimming pools. Union-Tourist Dalmacia (design bureau, construction group in hotel industry), Engineer Nikola Grabic, dir. of Investment Sector, Radnicko setaliste 22, Split.

Costume jewelry, novelties

39610—NORWAY—Vanity cases, except precious metal, leather. Madsen A/S. Attn: Peder Madsen, Mng. Dir. (dist., mfr., agent), Tollbugaten 12, Oslo 1. WTD 10/71.

Manufacturing industries

39912 — NETHERLANDS — Paint brushes, rollers, similar applicators. Spijker-Kwasten B.V., Attn: J. G. Spijker, (importer, dist.), Baanstraat 32, P.O. Box 39, Beverwijk. WTD 6/72.

39999—SPAIN—Seashells for gift products. Jose Maria Martinez (importer, retailer), Los Aguayos Nos. 12–14, Santander. WTD in prep.

Wholesale motor vehicles

50120 — PHILIPPINES — Used logging equipment such as tractors, yarders, etc. Aldymac, Inc., Attn: Donald Dy, Mgr., (importer, mfr.), R-513 Federation Center Bldg., Muelle de Binondo, Manila. WTD in prep.

Wholesalers

50930—SPAIN—Scrap iron; particularly interested in motor blocks from automobiles since generally manufactured from high quality steel. Quantity should be substantial. Comercial Garcia-Munte, S.A. (importer), Villarias 10, Depto. 404 bis, Bilbao. WTD in prep.

50930—SPAIN—No. 1 grade scrap iron. Agencia Maritima Rio Nervion, S.A. (Subsidiary of Ramirez Escudero S/A/) (importer, agent), Arenal 3–2°, Bilbao 5. WTD in prep.

Business services

73900—AUSTRIA—The firm "Sozietat Kopta-Weckl," Grunangergasse 2, A-1010 Vienna, offers it services to U.S. exporters interested in selling to the Austrian or East European markets. These services include market research as well as the location of agents, distributors, importers, license and joint venture partners. In some cases, the firm is prepared to represent U.S. manufacturers in Austria and Eastern Europe. The U.S. Embassy at Vienna reports that the two partners in the firm are experienced marketing and public relations specialists with numerous contacts in industry, commerce, and politics in Austria and Eastern Europe. A World Trade Directory Report on the firm is being prepared.

Motion picture production

78130—FRANCE — Educational motion picture production super 8 mm, single concept movies, audio-visual. Direct purchase & agency. Editions de l'Eolienne, (dist., agent), 70, blvd. St-Germain, 75-Paris 5. WTD in prep.

Singapore Firm Seeks To Market Fertilizers

A Singapore firm desires to import fertilizers in bulk, package, and market the fertilizer in Southeast Asia. Interested U.S. manufacturers not presently represented in Southeast Asia should write: Intraco Ltd., Attn: Eric Seah, Chemicals Dept., G.P.O. Box 3481, Singapore 1.

Other Foreign Official Tenders

SINGAPORE — The Public Utilities Board invites tenders for the construction of the civil works for a **water treatment plant** including three pretreatment installations (Contract No. H32-13, Ref. W. E. 911357). The structures include: sedimentation tanks, water filters and backwash building, water reservoirs, pumping station building, ozone building, chemical building, offices, stores and workshops and guard buildings, power supply building, excavation and backfill, roads, lighting, fences, drainage and water lines, pretreatment building, and miscellaneous works. Bid deadline Sept. 4. Tender documents are available from the consulting engineers either in Singapore upon receipt of a tender deposit of S$500, or in Paris upon receipt of a bank draft or cashier's check for 68 Pounds Sterling, payable to Messrs. Allen & Williams at Renardet Singapore, 2 Winstedt Road, Singapore 9, or Renardet Engineering, 5 Bis Rue Keppler, Paris 16 eme, France. The tender deposit will be returned to bona fide tenders.

PARAGUAY — The National Electric Power Adm. has called for firms to prequalify as bidders on the construction of the **civil works of the Yguazu Dam** (Tender No. 55/72) and the **Acaray Hydroelectric Plant** (Tender No. 56/72), both of which will be financed in part by the Inter-American Development Bank. Prequalification deadline for both is July 14. Notice of tender and prequalification papers may be purchased from the Administracion Nacional de Electricidad (ANDE), Calle Padre Cardozo 560, Asuncion. The cost of each set of papers per project is Guaranies 2,520 ($20). Parties interested in purchasing the prequalification papers must include the name of the firm making the purchase and its mailing and cable address. The projects and corresponding technical papers have been prepared by Chas. T. Main International, Inc., of Boston, which will render technical assistance regarding the granting of the tenders. Translations of the official notice announcements are available from the Construction, Water Resources & Eng. Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (★202-967-3602) and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (★415-556-5864).

PHILIPPINES—National Power Commission's fifth project calls for prequalification for **$46 million expansion of Bataan/Luzon power facilities.** Major equipment components: steam generator and accessories, turbo-generator, feedwater cycle and accessories, transformers, transmission lines and substation equipment. Bid deadline around Aug. 15, after a ten-week prequalification period.

GREECE—The Ministry of National Economy (Commerce) in Athens invites bids on Tender No. 509/72 for the purchase of **two stereoconverting units with automatic recorders, and one automatic scheduling, drawing and reading machine.** Bid deadline July 18. A limited supply of terms and specifications is available from the Business, Photographic and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230 (★202-967-2939).

SRI LANKA (CEYLON)—The Department of Health in Colombo announces an invitation to supply **sterilizers.** Tender No. COM/TEN/72/31. Bid deadline July 18. Tender documents available from the Embassy of Sri Lanka (Ceylon), 2148 Wyoming Ave., NW., Washington, D.C. 20008.

LIBYA—The General Corp. of Posts an Telecommunications has issued tender 2/72 for the supply and installation of a **troposcatter link between Libya and Greece.** Bid deadline is August 17. The link should provide 300 telephone links running in both directions and one television circuit from Crete to Derna, Libya. Tender documents available for $12 from the General Corp. of Posts and Telecommunications, Algare Sq., Tripoli.

THAILAND—The Electricity Generating Auth. has announced tender number A-020 for **stored program and data acquisition system.** Bid deadline July 24. The system will consist of one master station linked with ten remote stations. When installed, telemetering data on breakers and generators from remote stations will be transmitted over power line carrier to the master station for displaying and logging. Bidding document may be purchased for about $25 per set from the Foreign Purchasing Sect., Electricity Generating Auth. of Thailand, Nonthaburi.

MOZAMBIQUE—The Autonomous Highways Board (Junta Autonoma de Estradas de Mocambique) has called for bids on the 1,000-kilometer Center-Northeast Highway Project (see Dec. 10, 1971 issue of *Commerce Business Daily* and Dec. 13, 1971 issue of *Commerce Today*). Only prequalified firms are eligible to bid. The base of the bidding is about $30 million, and bidders must make a deposit of about $750,000 in the Mozambique Credit Institute at Lourenco Marques, to the order of the President of the Mozambique Highway Board, before July 25, or else produce an acceptable bank guarantee in equal amount. Bids will be opened on July 26.

GREECE—The Ministry of National Economy has issued Tender No. 451/72 for **40 motorcycle type radio transceivers.** Bid deadline July 5. Copies of tender announcement and specifications are available from the Ministry of National Economy (Commerce), Directorate General of Procurement, 4th Directorate of State Purchases, Canningos Sq., Athens, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-4823).

GREECE—The Hellenic Telecommunications Organization has issued Tender No. 6948 for the supply and installation of a **troposcatter radio link between Greece and Libya.** Bid deadline August 17. Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization (OTE), 6 Klissovis St., Athens or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-4822).

IRELAND—The Department of Posts & Telegraphs, Dublin, has issued Tender No. I. 2001 for telephone switching equipment. Bid deadline August 18. Copies of tender announcement and specifications are available from the Engineer-in Chief, Contracts Sect., Dept. of Posts & Telegraphs, Marlborough St., Dublin 1, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-4822).

PAKISTAN—The West Pakistan Railway Board has issued Tender No. PR-I/72/Telcom/1 for radio equipment and accessories. Bid deadline July 10. Bid should offer one high-frequency, 1000-watt mobile radio transmitter, one high-frequency receiver, one generator, and spare parts. Copies of tender announcement and specifications are available from the Secretary, West Pakistan Railway Board, PWR Headquarters (Room #19) Ground Floor, Empress Road, Lahore, Pakistan or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-4823).

INDIA—The South Eastern Railway, Calcutta, has issued Tender No. S.52.72. 5001.4/Global for **ultra-high-freguency radio multi-channel transceiver equipment with built-in carrier multiplexer.** Bid deadline July 31. Copies of tender announcement and specifications are available from the Controller of Stores, South Eastern Railway, Garden Reach, Calcutta-43-West Bengal, or on a short-term loan basis to U.S. firms from the Communications-Electronics Division, BDC-720, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-4822)

IRELAND—The Dept. of Posts and Telegraphs has issued Tender No. C/610/7/25 for the supply and installation of **microwave system for telephone service.** Bid deadline is July 25. Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Sect., Dept. of Posts & Telegraphs, Marlborough St., Dublin 1 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-4822)

COLOMBIA—Conductor, ACSR with insulators and metal devices for IDB-financed 220 kv. **Alto Anchicaya-Yumbo-Pance power line.** International tender AA-26, bid deadline July 18. Specifications available from Departmento Electrico de la CVC, Calle 10, Carrera 5, Piso 5, Cali for 500 Colombian pesos (about $23.50) payable to Corporacion Autonoma Regional del Cauca.

ALGERIA—The Ministry of Posts and Telecommunications has issued Tender No. 2615172 for the supply and installation of **automatic central office equipment and extension of toll center and international facility.** Bid deadline is July 31. Copies of tender announcement and specifications are available in French from the Ministry of Posts and Telecommunications, Sous-Direction du Materiel et des Marches, 4 Boulevard Salah Bouakouir, Algiers or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822)

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Meat products

20111—SURINAM—Beef, salted in barrels. Fung Fen Chung Trading Co. (importer, dist., retailer), Gouverneurstraat 84–86, P.O. Box 24, Nieuw Nickerie. WTD in prep.

Dairy products

20232—SURINAM—Canned milk products, sterilized whole milk, evaporated, condensed milk. Fung Fen Chung Trading Co. (importer, dist., retailer), Gouverneurstraat 84-86, P.O. Box 24, Nieuw Nickerie. WTD in prep.

Canning, preserving foods

20310—SURINAM — Canned seafood. Laltapersad Bishesar (importer, dist., retailer), Gouverneurstraat 107, P.O. Box 60, Nieuw Nickerie. WTD in prep.

20322—FRANCE — Canned soups. Ste Giraud (dist.), 32, blvd. Ernest Gesquy, 13–Marseille. WTD in prep.

20324—CANADA—Canned, dry-mix type convenience foods, including portion-controlled, for sale to retail and institutional market. Exclusive distribution rights nationally and/or regionally desired. Bernie Stevens, Eastern Dir., CanVin Products Ltd., (importer, dist., mfr.), 990 Upton Ave., LaSalle, Quebec. WTD in prep.

20331—FRANCE — Canned fruits (all kinds). Ste Giraud (dist.), 32 bd Ernest Gesquy, 13–Marseille. WTD in prep.

20332—FRANCE — Canned vegetables (all kinds). Ste Giraud (dist.), 32, blvd. Ernest Gesquy, 13–Marseille. WTD in prep.

20340—NORWAY — Almonds and walnuts. Trygve Larsen, (importer, agent), Storgaten 18, 6000 Aalesund. WTD 5/72.

Grain mill products

20423—CANADA—Canned food for dogs, cats, other pets. Exclusive distribution rights nationally and/or regionally desired. Bernie Stevens, Eastern Dir., CanVin Products Ltd., (importer, dist., mfr.), 990 Upton Ave., LaSalle, Quebec. WTD in prep.

Confectionery

20716—SURINAM—Canned nut meats. Laltapersad Bishesar (importer, dist., retailer), Gouverneurstraat 107, P.O. Box 60, Nieuw Nickerie. WTD in prep.

Food preparations

20952 — AUSTRIA — Instant coffee, freeze-dried or evaporated for use in coin-operated hot drink vendors; annual requirements between 10,000 and 20,000 lbs. in lots of 2,000 lbs; in bulk for repacking under buyer's label. Exclusive rights for Austrian market. "Mercator" Automaten - Handelsges. m.b.H. (importer), Nusswaldgasse 17, A-1190 Vienna. WTD 4/72.

Broad woven fabric mills, cotton

22113—SURINAM—Plain and woven cotton fabrics suitable for women's children's dresses. Pan American General Store (importer, agent, retailer), Gouverneurstraat 68, P.O. Box 41, Nieuw Nickerie. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210—NORWAY—Nylon fur for garment linings, colors navy blue and red. Trygve Larsen, (importer, agent), Storgaten 18, 6000 Aalesund. WTD 5/72.

22213—SURINAM—Printed and plain rayon fabric suitable for women's, children's dresses. Pan American General Store (importer, agent, retailer), Gouverneurstraat 68, P.O. Box 41, Nieuw Nickerie. WTD in prep.

Broad woven fabric mills, wool

22310—NORWAY—Pure wool fabrics for garment linings, colors navy blue and red. Trygve Larsen, (importer, agent), Storgaten 18, 6000 Aalesund. WTD 5/72.

22312—AUSTRIA—Paper makers' felts. Dipl.Ing. Klaus Schmidthuber–Industriebedarf (commission agent), Quellenstrasse 55, P.O. Box 611, A-1101 Vienna. WTD 6/71.

Knitting mills, products

22531—SURINAM—Cardigans. Chatterpall Bharratsingh (importer, agent, retailer), Balatastraat 65, P.O. Box 37, Nieuw Nickerie. WTD in prep.

Textile goods

22981—ITALY — Ropes for pleasure boats, artificial fiber combinations. Base Nautica Marina 3 (importer, dist., agent), Via E. Mattei 12, 60100 Ancona. WTD in prep.

22982—FRANCE — Fishlines. Dafnie (importer, dist., mfr.), 141, rue du Faubourg-Saint-Antoine, 75–Paris lle. WTD in prep.

Men's, youths', boys' furnishings

23214—SURINAM—Men's, boys' sport, dress shirts. Pan American General Store (importer, agent, retailer), Gouverneurstraat 68, P.O. Box 41, Nieuw Nickerie. WTD in prep.

23219—THAILAND — Inner lining for shirt collars, sleeves, good quality preferred. Requests c.i.f. Bangkok prices, catalogs, brochures. International Import & Export Ltd., Part. (importer, dist., agent), 30 Plubplachai Rd., P.O. Box 980, Bangkok. WTD 6/71.

Women's, girls' under garments

23413—SURINAM — Women's, girls nightwear. Pan American General Store (importer, agent, retailer), Gouverneurstraat 68, P.O. Box 41, Nieuw Nickerie. WTD in prep.

Apparel, accessories

23850—ITALY — Waterproof garments for boating sportsmen. Base Nautica Marina 3 (importer, dist., agent), Via E. Mattei 12, 60100 Ancona. WTD in prep.

23850—THAILAND — Raincoats, melon reflective color, for policemen. Requests c.i.f. Bangkok prices, catalogs. Tavasin Ltd., Part. (importer, dist., agent), 920/6 Taladnoi, New Rd., P.O. Box 1568, Bangkok. WTD in prep.

Prefabricated structural wood items

24332—ISRAEL—Prefabricated portable wood buildings, including portable building/cottages/dwellings, all sizes. Interes Investment & Management Co. Ltd. (importer, dist., agent), 2 Struk St., P.O. Box 16154, Tel Aviv. WTD in prep.

Office furniture

25223—THAILAND — Filing cabinets, index card filing system, fire-resistant type. Requests c.i.f. Bangkok prices, catalogs, brochures. Thai Vidhayapun Business Machines R.O.P. (importer, dist., agent), 162 Sukhumvit Rd. (Near Soi 8), Bangkok. WTD in prep.

Pulp mills, products

26112—AUSTRIA—Chemical paper pulp. Dipl.Ing. Klaus Schmidthuber–Industriebedarf (commission agent), Quellenstrasse 55, P.O. Box 611, A-1101 Vienna. WTD 6/71.

Books

27311—FRANCE—Text books, essentially teachers' editions. Editions M.D.I. (dist., mfr.), 37, rue de Fourqueux, 78-Saint-Germain-en-Laye. WTD in prep.

Greeting card manufacturing

27711—SURINAM — Cards, seasonal, other greeting cards. Tjon Sieuw & Bros. (importer, agent, retailer), G. G. Maynardstraat 86, Nieuw Nickerie. WTD in prep.

Industrial chemicals

28150—GERMANY — Cyclic intermediates, crudes. Indroma Chemikalien GmbH. (importer, agent), 31–35 Berliner Str., POB 1122, 6236 Eschborn/Ts. WTD 3/72.

28152—SURINAM—Dyes for coloring of polyvinylidenes chloride. Chou's & Co. (importer, mfr., agent), Dr. Sophrie Redmondstraat 11, P.O. Box 1289, Paramaribo. WTD 10/71.

28183—NETHERLANDS—Synthetic organic fine chemicals used as intermediates in cosmetics, toilet preparations, in pharmaceutical, veterinary, chemical industries. (Exclusive agency.) K.V.K. Industrie- en Handelsondereming N.V., Attn: D. E. de Jong (importer, dist., agent), 156 Soerenseweg, Apeldoorn. WTD 3/72.

28185—INDIA—Biological, organic compounds for research, diagnostic clinical reagents. Satyabrata Library Instrument and Chemical Div. (indent agent), 7-B Rajendra Lal St., Calcutta–6. WTD 5/72.

28198—GERMANY — Chemical catalytic preparations. Indroma Chemikalien GmbH. (importer, agent), 31–35 Berliner Str., POB 1122, 6236 Eschborn/Ts. WTD 3/72.

Synthetic materials

28242—SURINAM—Polyvinylidene chloride granuals to be used for manufacturing of buckets, containers etc., (packed in 100 lbs. bags). Chou's & Co (im-

porter, mfr., agent), Dr. Sophie Redmondstraat 11, P.O. Box 1289, Paramaribo. WTD 10/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28415 — CANADA — Household detergents, dry or liquid type. Exclusive distribution rights nationally and/or regionally desired. Bernie Stevens, Eastern Dir., CanVin Products Ltd., (importer, dist., mfr.), 990 Upton Ave., LaSalle, Quebec. WTD in prep.

Agricultural chemicals

28712 — THAILAND — Compound fertilizers, N-P 16-20, minimum shipment 10,000 m/tons, annual require approx. 120,000 m/tons; compound fertilizers, N-P 20-20, minimum shipment 2,000 m/tons; N-P-K compound fertilizers (assorted formulation), 12-12-19, 12-12-20, 13-13-20, 13-13-21, 13-13-13, 15-15-15, etc. Packing in 45/50 kg. white woven plastic bags with poly-liner required. Requests c.i.f. Bangkok prices, f.o.b. U.S. port, samples. Payment to be made within 180 days on letter of credit basis. J. T. Trading & Co. (importer agent), 56/2 Pan Rd., Silom, Bangkok. WTD 3/72.

28790—SWITZERLAND — Insecticides, herbicides, fungicidal preparations, agricultural chemicals, botanical preparations, seed treatment compounds, weed killers. Traconsa AG (importer, agent), Rotbuchstr. 42, CH-8600 Duebendorf. WTD in prep.

Paving, roofing materials

29510—THAILAND—Mastic floor composition for outdoor floor paving, not heat absorbant, normally used for paving around swimming pools, etc. Requests literature, brochures, catalogs, distributorship franchise, c.i.f. Bangkok prices. Bangkok Swiss Trading Co., Ltd., Attn: K. M. Woods (importer, dist., agent), 606 Luang Rd., Bangkok. WTD 5/72.

Plastic products

30790—HONG KONG — Plastic packaging materials. Unipak (Hong Kong) Ltd. (importer, dist., agent), 3/F, St. George's Bldg. Cable: PACKAGING. WTD in prep.

30796—UNITED KINGDOM — Polystyrene decorative panels. P.T.C. Plastics Ltd., Attn: J. Price, dir. (importer, dist.), Trecenydd, Caerphilly, Glamorgan, South Wales CF8 2SD. WTD in prep.

30797—ITALY — Miscellaneous plastic products for pleasure boats including tableware, containers, dinnerware, bath accessories, novelties. Base Nautica Marina 3 (importer, dist., agent), Via E. Mattei 12, 60100 Ancona. WTD in prep.

Nonmetallic mineral products

32950—AUSTRIA — Sulfur, china clay for paper industry. Dipl.Ing. Klaus Schmidthuber — Industriebedarf (commission agent), Quellenstrasse 55, P.O. Box 611, A-1101 Vienna. WTD 6/71.

Cutlery, general hardware

34211 — FRANCE — Fishing knives. Dafnie (importer, dist., mfr.), 141, rue du Faubourg Saint-Antoine, 75–Paris lle. WTD in prep.

Special Action

Each of the following agency opportunities is deemed to rate the special attention of American manufacturers and suppliers by the U. S. Commercial Officers overseas.

28430 — SWITZERLAND — Fine cleaners for cleaning aluminium castings (e.g. for degreasing of aluminium castings). Schweizerische Aluminium AG, Attn: F. Amster (importer, dist., mfr.), Buckhauserstrasse 11, P.O. Box, 8048 Zurich. WTD 5/71.

28510—SWITZERLAND — Primer V-100 and Bonder 723 used for treatment of aluminium castings against corrosion; acrylic lacquer for final coating of aluminium castings to prevent corrosion. Schweizerische Aluminium AG, Attn: F. Amster (importer, dist., mfr.), Buckhauserstrasse 11, P.O. Box, 8048 Zurich. WTD 5/71.

35485—TAIWAN—Sheet and strip galvanizing and tinning equipment and sheet and strip pickling and shearing equipment. Everlast Industrial Corp., Ltd. (importer, agent), P.O. Box 58556, Taipei. WTD in prep.

36740—UNITED KINGDOM—Photo-elctric cells, new or innovative types. Photain Controls Ltd. (dist., mfr.), Randalls Rd., Leatherhead, Surrey. WTD in prep.

Fabricated structural metal items

34492—ISRAEL—Modular metal dwellings/cottages, of steel or aluminum. Interes Investment & Management Co. Ltd. (importer, dist., agent), 2 Struk St., P.O. Box 16154, Tel Aviv. WTD in prep.

Fabricated wire products

34815—AUSTRIA—Paper machine wire cloth. Dipl. Ing. Klaus Schmidthuber—Industriebedarf (commission agent) Quellenstrasse 55, P.O. Box 611, A-1101 Vienna. WTD 6/71.

Fabricated metal products

34920—THAILAND — Safes, fire-resistant type. Requests c.i.f. Bangkok prices, catalogs, brochures. Thai Vidhayapun Business Machines R.O.P. (importer, dist., agent), 162 Sukhumvit Rd. (Near Soi 8), Bangkok. WTD in prep.

34940 — GERMANY — Valves, pipe fittings. August Beul Armaturenfabrik und Metallgiesserei, (mfr.), 21 Auf der Traenke, D 5952 Attendorn. WTD in prep.

Farm machinery

35228 — SWITZERLAND — Insecticide spraying, dusting equipment, particularly equipment for aerial spraying. Traconsa AG (importer, agent), Rotbuchstr. 42, CH-8600 Duebendorf. WTD in prep.

Construction equipment

35362 — SWEDEN — Truck mounted cranes with a lifting capacity of more than 30 tons. AB Björnkranar, (importer, mfr., agent), Fiskaregatan 3, S-531 00 Lidköping. WTD in prep.

Metalworking machinery

35451—CANADA—Cutting blades, compact in size and relatively inexpensive, capable of cutting stainless steel bars of up to two in. diameter. Lauzon, J. N.–Manufacturers Representative (importer, agent), P.O. Box 422, Pointe Claire—Dorval 700, Quebec. WTD 5/72.

35484 — IRAN — Garage testing equipment i.e. engine tune up testers, wheel alignment equipment, wheel balancer, etc.; garage tools. Garage Abzar Co., Ltd. (importer, dist., retailer), Ave. Ekbatan, Kouche Bank Saderat No. 3 & 4, Tehran. WTD 5/72.

Special industry machinery

35513—NETHERLANDS — Fully automatic shrink-wrapping machine especially suitable for meat; patty-machine for hamburgers, etc.; meat mixer; power-operated meat saws and/or slicers; sausage-clipping machinery. Exclusive representation for Benelux countries, West Germany. Handelmij. Möller & Co. N.V.; Attn: A. P. Borchert (importer, dist., agent), 31 Oude Boekeloseweg, P.O. Box 10, Hengelo. WTD in prep.

35521—GERMANY—Knitting machines (circular and flat knitting); textile finishing machines, tufting machines. Juettner KG, Ernst Peter (importer, agent, exporter), 39/40 Schweidnitzerstr., 4 Duesseldorf 1. WTD 5/72.

35590—HONG KONG—Complete set of equipment to produce gas mantles for kerosene lamps. Estimated capacity about 6000 pcs. per hr.; electrical voltage to be used should be either 10/50 cycles/200/220 volts or 30/50 cycles/200/346 volts. Universal Engineering Co. Ltd. (importer, agent, retailer), 21 Waterloo Rd., Kowloon. WTD 5/72.

35591 — NETHERLANDS — Machinery for pharmaceutical industry. (Exclusive agency). Im- en Exportmaatschappij Holfra N.V., Attn: L. Toepoel. (dist., agent), 24 Julianalaan, Naarden (P.O. Box 22, Bussum). WTD in prep.

35594—THAILAND — Plant using para rubber as raw materials for producing micro-porous rubber separators for storage-batteries. Production capacity 1,000,000 pcs. per mo., working 40-hr./wk. basis. Turnkey basis required. Requests brochures, catalogs, literature, estimated cost. Union Development Co., Ltd., Attn: Mr. Samarn Charoenrath (importer, dist., agent), Nai Lert Bldg., 1048–1052 New Rd., P.O. Box 695, Bangkok. WTD in prep.

General industrial machinery

35690—HONG KONG — Packaging machinery. Unipak (Hong Kong) Ltd. (importer, dist., agent), 3/F, St. George's Bldg. Cable: PACKAGING. WTD in prep.

Computing, accounting machines

35740—UNITED KINGDOM—Electronic calculating and invoicing equipment. Lampitt Electronics Ltd., Attn: D P. Stott (importer, dist., mfr.), 6–12 Cornbrook Park Rd., Manchester 16. WTD in prep.

35790—THAILAND—Check writing machines. Requests brochures, catalogs, c.i.f. Bangkok prices. Thai Vidhayapun Business Machines R.O.P. (importer, dist., agent), 162 Sukhumvit Rd. (Near Soi 8), Bangkok. WTD in prep.

35791—AUSTRIA—Text processing machines, automated correspondence machines; all types of novel office machines. Interbüro Ges.m.b.H. (importer, dist., agent), Mariahilferstrasse 136/5, A-1150 Vienna. WTD in prep.

Service industry machines

35811—FRANCE — Coin-operated vending machines for candies. S.I.A.P.A. (dist., mfr., retailer), 6–10, rue Léontine, Paris 15e. WTD in prep.

35892—AUSTRIA—Packaged water purification and treatment systems for removing sanitary and industrial wastes from water to replace septic tank systems now used by households, industry. Verband der Salzburger Handelsvertretungsunternehmen (assn. of selling agents), Linzerstrasse 17–19, A-5020 Salzburg.

35892—AUSTRIA — Equipment and instruments for waste water preparation, Schmidthuber-Industriebedorf (Comm. gent) Quellenstrasse 55, Box 611, A-1101 Vienna. WTD 6/76.

35892—ISRAEL—Sewage handling, water purification (reclamation) equipment/related accessories. A. Eisenschreiber Co. Ltd. (importer, distributor, agent), P.O. Box 2952, Tel Aviv 61000. Cable: ALEIS TelAviv. WTD 8/71.

35892—ISRAEL—Commercial trash compactors. Slik, Inc. (dist., mfr.), 80 Petah-Tiqva Rd., Tel Aviv. WTD in prep.

Electric transmission, distribution

36130 — UNITED KINGDOM — Fuse holders, small instrument type, for panel mounting. Arcolectric Switches Ltd., Attn: R. A. Collier (importer, dist., mfr.), Central Ave., West Molesley, Surrey KT8 ORF. WTD in prep.

Electrical industrial apparatus

36220 — UNITED KINGDOM — Plastic control knobs for electronic/electric panels. Arcolectric Switches Ltd., Attn: R. A. Collier (importer, dist., mfr.), Central Ave., West Molesley, Surrey KT8 ORF. WTD in prep.

36220—UNITED KINGDOM—Industrial electronic instrumentation for measurement, control of process parameters. Martron Asso. Ltd. (importer, dist., exporter), 81 Station Rd., Marlow, Buckinghamshire. WTD in prep.

36220—INDIA—Numerical control systems for machine tools, general industrial process control instrumentations including annunciation systems, industrial testing instruments. A.T.E. (Private) Ltd., Attn: K. Nair (importer, dist.), 43 Forbes St., Bombay 1. WTD in prep.

Household appliances

36390—ISRAEL—Household trash compactors. Slik, Inc. (importer, dist., mfr.), 80 Petah-Tiqva Rd., Tel Aviv. WTD in prep.

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36514—SWEDEN—Phonographs, record players, recorders, tuners, other home-type electronic equipment. SwedeMark (importer, dist., agent), Infanterigatan 1, S-171 59 Solna. WTD in prep.

36515—FRANCE—Speaker systems, microphones, home type electronic kits, commercial sound equipment, including public address systems. Ets. Schaeffer, Riesser et Cie (importer, dist.), 14bis, rue Marbeuf, 75–Paris. WTD in prep.

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36620—UNITED KINGDOM — Sophisticated burglar and fire detection/alarm equipment. Photain Controls Ltd. (dist., mfr.), Randalls Rd., Leatherhead, Surrey. WTD in prep.

36625—FRANCE—Detection apparatus: alarms (electronic, laser, infra-red rays). MECAL S.A. (importer, mfr., agent), 27, ave. de la Résistance, 67 Strasbourg. WTD in prep.

36626—FRANCE—Equipment for continuously measuring diameter, thickness of plastic coating applied to steel cable during production process. Fils & Profils (dist., mfr.), 2, rue Arsène Houssaye, 92 Gennevilliers. WTD in prep.

Electronic components, accessories

36790 — SWEDEN — Electronic components for industrial, military use. ST—Komponent AB (importer, dist., agent), 26 Tengdahlsgatan, S-116 41 Stockholm. WTD 6/72.

36790—UNITED KINGDOM—"Press to test" illuminated push switches; V3 micro switches. Arcolectric Switches Ltd., Attn: R. A. Collier (importer, dist., mfr.), Central Ave., West Molesley, Surrey KT8 ORF. WTD in prep.

36795 — FRANCE — Electronic components, accessories; sound readers; misc. parts for record players, tape recorders. Etablissements Jacques Barthe (dist., mfr.), 46, rue des Petites Ecuries, 75-Paris 10. WTD in prep.

Motor vehicles, equipment

37141—ISRAEL—Motor vehicle parts/accessories, related equipment—entire line. Arnold Trading Co. Ltd. (importer, dist., agent), 15 Carlebach St., P.O. Box 23142, Tel Aviv. WTD 8/71.

Aircraft, parts

37291—NETHERLANDS—F-104 parts, newly manufactured by qualified manufacturers only; aircraft systems and parts. Exclusive agency for western Europe. Bolkestein(importer, dist./exporter, agent), P.O. Box 8087, Rotterdam 3014. WTD 5/72.

Engineering, scientific instruments

38111 — ITALY — Navigational instruments, including tachometers, speedometers, automatic pilots for pleasure boats. Base Nautica Marina 3 (importer, dist., agent), Via E. Mattei 12, 60100 Ancona. WTD in prep.

38112—INDIA — Scientific instruments for research purposes. Satyabrata Library, Instrument & Chemical Div. (indent agent), 7-B Rajendra Lal St., Calcutta 6. WTD 5/72.

Instruments for measuring, indicating, controlling, physical characteristics

38210—ISRAEL—Industrial process instrumentation/related products, for petrochemical process and pollution control. A. Eisenschreiber Co. (importer, dist., agent), P.O.B. 2952, Tel Aviv 61000. Cable: ALEIS TelAviv. WTD 8/71.

38210 — UNITED KINGDOM — Accelerometers for aerospace, automotive, research. Lee Engineering Ltd. (importer, dist.), 16 Grove Rd., Shepperton, Middlesex. WTD 10/71.

38210 — UNITED KINGDOM — Mechanical and electrical measuring instruments including micro-precision machinery. Eric H. Bernfeld Ltd., Attn: E. H. Bernfeld, Mgn. Dir. (importer, agent), 282 Kingsland Rd,. London E. 8. WTD in prep.

38216—FRANCE—Instruments, measuring, controlling devices for metalworking industry. Forges de Vulcain (importer, agent, retailer), 3 rue Saint-Denis, 75-Paris 1. WTD in prep.

Optical instruments, lenses

38310 — UNITED KINGDOM — Collinators, lenses, other accessories for electro-optics, excluding lasers. Martron Assn. Ltd. (importer, dist., exp.), 81 Station Rd., Marlow, Buckinghamshire. WTD in prep.

Toys, amusement, sporting goods

39410—CANADA—Handicraft, hobbies; games and puzzles; model construction sets; toy guns, gun sets and rifles; for baby pre-school, and up to 10 years. Exclusive agency. Gay Distributing Co. (importer, dist., agent), 175 Wicksteed Ave., Toronto 17. WTD in prep.

39410—FRANCE — Educational games, toys. Editions M.D.I. (dist., mfr.), 37, rue de Fourqueux, 78-Saint-Germain-en-Laye. WTD in prep.

39491—FRANCE—Fish hooks; spinners and spoons; flies, lures, artificial baits. Dafnie (importer, dist., mfr.), 141, rue Du Faubourg-Saint-Antoine, 75–Paris lle. WTD in prep.

Hard surface floor coverings

39962 — AUSTRIA — Supported plastic floor coverings, tiles, sheet goods. Pivec Johann & Schloegl Heinrich (agent), Schuettaustrasse 72-78/3/4/17, A-1223 Vienna. WTD 11/71.

Visiting Buyers And Officials

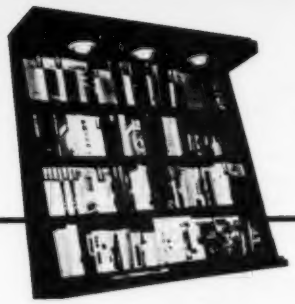
INDIA—Mr. & Mrs. Surjit Singh, representing Nehchal Songh Lakhmir Singh and Fabex International, Ekant, 3 Panchkuin Rd., New Delhi 55, interested in contacting U.S. importers of **Indian handicrafts and hand looms,** and in visiting **food processing plants in connection with establishing one in India.** June 14 via New York for five weeks. c/o James L. Swanson, 17345 D 19th Ave. N., Wayzata, Minn. 55391.

JAPAN—Kichitaro Ijiri, Dir., Maruka Machinery Co. Ltd., 41 Bungo-machi, Higashi ku, Osaka, interested in contacting manufacturers and exporters of **solid waste disposal systems and equipment.** June 17 via San Francisco for one month. c/o Maruka Machinery Corp. of America, 420 Lexington Ave., New York, N.Y. 10017. WTD 6/70.

KOREA—Hong Won Pyo, Dongjin Wig Industrial Co. Ltd., 120 Rimoon-dong, Tongdaemun-ku, Seoul, wants **synthetic fiber for manufacture of wigs.** June 26 via San Francisco for two weeks. c/o Capt. Hong Ki Kyung, Naval Attache, Korean Embassy, 2320 Massachusetts Ave., NW, Washington, D.C. 20008.

SWITZERLAND—Max Schilling, Panacol AG, Dufourstrasse 101, 8034 Zurich, interested in representing additional U.S. manufacturers of **high grade chemical specialties for electronics, machinery, rubber and plastic industries.** June 21 via New York for 2½ weeks. c/o Park Lane Hotel, 36 Central Park South, New York, N.Y. 10019.

THAILAND—Paradee Amatyakul, representing Vidhya Bhand, 152 Samyod, New Rd., Bangkok, wants joint venture with U.S. **cosmetics manufacturer.** June 9 via Washington, D.C. for two to three months. c/o Pichai Tovivich, Massachusetts Col. of Pharmacy, 179 Longwood Ave., Boston, Mass. 02115. WTD 9/71.



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Export control. 99th quarterly report, 1st quarter 1972, by the Secretary of Commerce to the President, the Senate, and the House of Representatives. 80pp. 40¢.

OMBE outlook. May 1972.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Confectionery manufacturers' sales and distribution: 1971. June 1972. 22pp. 30¢.

BUREAU OF INTERNATIONAL COMMERCE

Export control regulations. June 1, 1972. Subscribers will receive the basic Export Control Regulations, dated June 1, 1972, and all supplementary Export Control Bulletins issued until the next edition of the Regulations. Cost of the service is $16 for each set sent to a domestic address; $20 to a foreign address. Remittances must accompany orders. No refunds are made for late orders or cancellations. A special air mail service is available for $10 more for Export Control Bulletins (domestic addresses only). All orders should indicate that the remittance is for this purpose, and should specify S.O.D. No. C42.11:972. This is a compilation of official regulations and policies governing the export licensing of commodities and technical data.

Export control bulletin—supplement to export control regulations (ECB-OEC-62). Single copy 40¢.

Foreign Economic Trends

Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢.

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Survey of current business. Vol. 52, No. 5, Part 1. (Part II, will be released at a later date). Annual subscription, including weekly statistical supplement, $9 ($3.75 more for foreign mailing). Single copy $1.

BUREAU OF THE CENSUS

County Business Patterns: 1971

This is the 18th in a series of publications presenting first quarter employment and payroll statistics by county and by industry. Summary data, by industry, are also provided for the United States, for the 50 States and the District of Columbia, and for Puerto Rico, the Virgin Islands, American Samoa, and Guam.

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1960 Census Monograph

People of the United States in the 20th Century. December 1971. 1,084 pp. $5.75.
Small-area data notes. Vol. 7, No. 5. 8pp. 10¢.

Agriculture

1969 Census of Agriculture
Area Reports

A separate report is published for each State, American Samoa, Guam, Puerto Rico, Trust Territory, and the Virgin Islands. The report consists of two sections. Section 1 contains the introduction, State summary data, county summary of selected data, miscellaneous items by counties (crops or livestock appearing in relatively few counties and therefore not listed in the county tables on a nationwide basis), and an appendix giving explanations, definitions, and examples of the report forms used. Section 2 contains the detailed county reports.

Iowa (Volume 1, Part 16, Section 1. Summary data). 354pp. $2.75 (paper).

Iowa (Volume 1, Part 16, Section 2. County data). Adair Co.—Jackson Co. 406pp. $3 (paper).

Iowa (Volume 1, Part 16, Section 2. County data). Jasper Co.-Wright Co. 399pp. $3 (paper).

Michigan (Volume 1, Part 13, Section 1. Summary data). 382pp. $3 (paper).

Michigan (Volume 1, Part 13, Section 2. County data). 716pp. $4.75 (paper).

Minnesota (Volume 1, Part 15, Section 1. Summary data). 354pp. $2.75 (paper).

Minnesota (Volume 1, Part 15. Section 2. County data). 702pp. $5 (paper).

Construction and Housing

New one-family homes sold and for sale: March 1972 (C25-72-3). Annual subscription $3. Single copy monthly 10¢, and annual $1.

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1970 Census of Housing

Characteristics of occupied housing units by household composition and tenure, for the United States: 1970 (Series HC-(S1)-3). 8pp. 10¢.

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Metropolitan Housing Characteristics by Standard Metropolitan Statistical Area

Birmingham, Ala. (HC(2)-27). 68pp. 65¢.
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Weekly retail sales. Estimated weekly retail sales of retail stores in the United States for week ending June 3 (CB 72-146). 2pp. 10¢.

Foreign Trade

Puerto Rico and U.S. possessions: annual 1971 (FT 800-71). Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

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Highlights of exports and imports: April 1972 (FT 990-72-4). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

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Geography

Geographic base file system-uses, maintenance, problem solving (Computerized geographic coding Series GE 60 No. 3). November 16-17, 1971. 132pp. $1.25. This report presents the proceedings of the third in a series of conferences devoted to local government use of the Census Bureau's Geographic Base Files in computerized geographic coding.

Governments

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1970 Census of Population

General Social and Economic Characteristics

Connecticut (PC(1)-C8). 343pp. $2.50.

Florida (PC(1)-C11). 434pp. $3.

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New Jersey (PC(1)-C32). 439pp. $3.

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1970 Census of Population and Housing

Census Tracts by Standard Metropolitan Statistical Areas

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Selected rural counties in Arkansas (PHC (3)-71). 252pp. $2.

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Federal plan for Marine Environmental Prediction: fiscal year 1973. 88pp. 75¢.

National Marine Fisheries Service

Commercial fisheries review. March-April 1972. Vol. 34, Nos. 3-4. Annual subscription $7 ($2 more for foreign mailing). Single copy 60¢.

NATIONAL BUREAU OF STANDARDS

Performance of a single-stack DWV system utilizing low-angle stack-branch confluence and bottom-shunt venting (BSS 41). 24pp. 35¢.

Paper honeycomb sandwich panels as lightweight structural components (BSS 43). 7pp. 25¢.

Building research translation—new regulation on ventilation of dwellings, fixed heating facilities, and flues (Tech. Note 710-3). 46pp. 50¢.

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Technical news bulletin. Vol. 56, No. 5. Annual subscription $3 ($1 more for foreign mailing). Single copy 30¢.

Standard reference materials: a referee method for the determination of calcium in serum (Spec. Publ. 260-36). 136pp. $1.25.

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Chemical kinetics in the C-O-S and H-N-O-S systems: a bibliography—1899 through June 1971 (Spec. Publ. 362). 74pp. 70¢.

Standard reference materials: the eddy current decay method for resistivity characterization of high purity metals (Spec. Publ. 260-39). 53pp. 55¢.

Tensile creep of boron/epoxy and boron/epoxy-reinforced 7075-T6 aluminum alloy (Tech. Note 722). 60pp. 60¢.

A neutron moments computer code, moment 1 (Tech. Note 725). 38pp. 50¢.

Building research translation—thermal comfort requirement adjacent to cold walls—application to glazed opening (Tech. Note 710-4). 54pp. 55¢. This paper is translated from the French original and is published under the Building Research Division/Centre Scientifique et Technique du Batiment information exchange program.

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